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Does Packer Lose 15 Million a Year in Wages?

Vol. 70

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on page 19

No. 3

THE

# NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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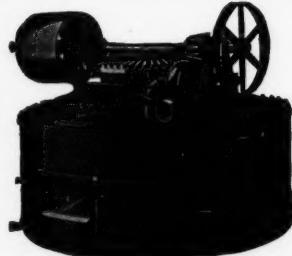
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See  
page 26



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# THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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Vol. 70.

Chicago and New York, January 19, 1924

No. 3

## Packers May Waste 15 Million in Wages

### Labor Cost Under Method of Paying by the Hour Estimated to Have Meant that Loss —How Packer May Save and Men Earn More

Meat packers have been losing something like 15 million dollars a year in labor waste, according to the estimate of an expert who has been studying their labor situation.

This figure is based on the 1921 census of wage-earner's in slaughtering and meat-packing establishments. About 95 per cent of such packer labor is paid by the hour. With pay-and-a-half for overtime, this hourly wage is merely an inducement to loafing.

It has been found that a man will do one-half to three times more work if paid for what he does, instead of for his time. Study in many industries shows that the average man working on a time basis does about half as much as if working for himself, or for an inducement based on effort.

Studies of this labor situation in the packing industry have been going on for some time. They have been referred to by THE NATIONAL PROVISIONER, which has pub-

lished several articles on this subject.

#### Savings Have Been Proved.

These investigations have taken place in a number of packing plants, under different experts, and some by the packers' own organization. In every case in which they have been followed up they have proved successful. Where their results have been put in force they have proved a big saving.

It is figured that from \$100 to \$200 per year may be saved on every worker when paid according to what he does. And at the same time the worker may earn from 10 to 20 per cent more. This is the incentive that causes him to work harder and better, under proper direction and with proper division of labor.

It has been very difficult to arrive at standards for work in the packinghouse. A study has to be made in each case, and for every operation in the plant. But when this is properly done, a basis may

be reached on which a wage plan can be established.

In the article which follows—written by one of the experts who have been working on this subject in the packing industry—several striking examples are given of savings made by the new method of paying wages.

#### What the Packer Can Do.

It is safe to accept the statement that any packer with 200 or more men on his payroll can save from 10 to 20 per cent on his wage cost. And at the same time employees would earn more, live better and the plan result in general benefit to the community in which the plant is located.

With the reduced profit margin in the packing business today, every economy is worth considering. This is one that has "proved out" big with those packers who have tried it. The examples given show that fact.

faster, but he keeps busy all the time, and eliminates a great many delays in going from one task to another.

Time studies in numerous industries and classes of work show that the average man on day-work pay is doing only about half what he could do without over-exerting himself, if he were actually in business for himself, or had other similar direct incentive.

However, to get a man to do more, where he has been accustomed to delivering only half a day's work, it is necessary to pay him more money according to his increased performance.

#### What Packer Could Save.

There may be many reasons why the packer has not until recently been successful in paying his labor on an output basis. The principal reason, I believe, has been due to the fact that the proper method for determining or measuring a fair day's work has not until recently been

## Labor Losses in the Packing Industry

By Hasbrouck Haynes

While the meat packing industry has a reputation generally for being modern and efficient, particularly in the utilization of its by-products, it is in some other respects—such as the control of labor losses—very much behind the times.

Until recently labor in the packing industry has been paid by the hour, except for a small amount of piecework perhaps not exceeding 5 per cent of the total wages of the industry.

It is practically self-evident that a man will do considerably more work in a day's time—perhaps half again, or even in some cases twice or three times as much—if he is paid according to his output, rather than merely for the time he puts in.

When an employee is paid by the hour, with pay-and-a-half for overtime, it really

## Your Labor Waste

Mr. Packer:

If you could reduce your gangs and increase your output, would you do it?

If you could save 10 to 20 per cent on your pay-roll, and yet pay your men more, would you try it?

If you have never made a time study of your labor costs, read the article on this page by a man who has done so.

worked out, and even now only in isolated instances. Considering the fact, however, that it has taxed the ingenuity of trained production engineers to solve this problem, it is no wonder that the packer himself was not able to do it independently.

However, when it is realized that from \$100 to \$200 a year can be saved by an employer on every day-work employee when paid according to a properly measured output, and at the same time the employee may earn 10 to 20 per cent more income, I believe the packer will agree he has been very slow in taking advantage of the experience of other industries in controlling his labor losses.

The 1921 Census of Manufactures shows that there were 117,042 wage-earners engaged wholly or chiefly in slaughtering and meat packing. This figure probably does not include a number of the smaller concerns. During this year these workers were paid by their employers 153 million dollars.

It is reasonable to say that if these workers had been paid individually, on the basis of a measured output, the saving in dollars and cents to the employers would have been at least 15 million dollars for that year, and every year thereafter.

Why then is it that the packer has not taken advantage of this additional profit in his business?

#### What Is a Fair Day's Work?

If a packer killed day after day the same size and character of livestock, as Henry Ford makes exactly the same car every day, it would be a comparatively simple matter to determine a fair day's work for each and every employee. But this is not the case.

There are never two days alike in a packing plant. The hog kill may average in weight 250 lbs. today, 200 lbs. tomorrow, and the next day there may be a heavy run of rough hogs averaging 400 lbs. to 500 lbs.

The same variations in size, weight, character and volume of production occur from week to week, from day to day—and even from hour to hour—in practically all of the other departments of a packing plant.

#### Must Figure Out Standards.

As a result of these variable conditions it is impossible to set up a single standard of performance as a basis for pay for any one department or operation. Any one standard established to fit this week's conditions would in all probability be entirely out of line for the next week's run.

This ever-changing of conditions and character of product handled has necessitated the making of numerous detailed "time studies" of each and every operation, under all conditions of varying product, to arrive at a series of standards or rates which will fit any set of conditions that might arise. The taking of these studies and the calculating of these rates becomes a highly technical problem, but when once determined their operation as a basis for paying labor becomes comparatively simple.

The following are a few specific instances of reductions in labor cost (after

time standards of performance and bonuses for saving time have been established) that have been effected in various packing plants, large and small:

#### Some Examples of Saving.

One hog-killing gang was reduced from 72 to 59 men, and the same time the rate of kill was increased from 226 an hour to over 300 hogs an hour. The saving to the plant in the killing and cutting departments was at the rate of 8 cents per hog, or \$32,000 per year for that plant alone.

One gang in the ham house of one plant was reduced from 51 to 23 men. There was a net saving of 34 per cent in labor cost, which amounts to \$14,000 per year.

The beef-house loading gangs of one plant showed a saving of 1,178 man-hours per week, which amounted to \$344.90 after deducting bonuses paid. This saving is at the rate of \$17,245 per year.

In another loading gang there was a labor cost reduction of 16.3 per cent, which amounted to \$948.48 per week, or at the rate of \$47,400 per year.

In the curing department of one plant there was saved 1,200 man-hours per week, which is equivalent to \$31,200 on a yearly basis, after paying bonuses.

A letter from the manager of one plant states that while their delivery department, consisting of some 20 motor trucks, was formerly the least efficient in their plant, it is now one of the most efficient, both from standpoints of operating cost and service.

In another department of one plant the number of workers was reduced from 62 to 50. Accompanying this 20 per cent reduction in force there was an increase of 30 per cent in production, and a 27 per cent decrease in cost.

As the margin of profit in the packing industry has become smaller than formerly, the packer is forced to look to greater economies in operation for increasing his profits in the future.

With the proper wage incentive to encourage his workers to save time, I believe any packer with 200 workers or more can realize an additional profit of from 10 to 20 per cent of his payroll.

On 500 employees, each averaging \$1,000 a year wages, this additional profit to the packer would be from \$50,000 to \$100,000 each year. For 1,000 employees these additional profits would be doubled.

And at the same time the incomes and standards of living of the employees would be bettered, to the benefit of their families and the community at large.

[EDITOR'S NOTE.—Other articles, by this and other writers, giving facts and figures on the subject of labor costs in the meat packing industry, will appear in later issues of *The National Provisioner*.]

#### PACKERS GIVEN MORE TIME.

Wilson & Co., Swift & Company, and the Cudahy Packing Company were given until March 11 in which to file briefs opposing the government's petition for a writ of mandamus to compel them to open their books to inspectors of the federal department of agriculture when attorneys for the packing firms appeared before Federal Judge George A. Carpenter on January 14 at Chicago.

January 19, 1924.

#### FROZEN AND CURED MEAT STOCKS.

The monthly report of the Bureau of Agricultural Economics, U. S. Department of Agriculture, shows the following stocks of frozen and cured meats, including lard, in cold storage warehouses and meat packing establishments on January 1, 1924:

Total meats, 898,626,000 pounds, compared with 754,490,000 pounds January 1, 1923, and a five-year average of 871,237,000 pounds.

Frozen beef, 83,054,000 pounds compared with 91,805,000 pounds January 1, 1923, and a five-year average of 168,235,000 pounds.

Frozen pork, 126,783,000 pounds compared with 72,278,000 pounds January 1, 1923, and a five-year average of 66,912,000 pounds.

Frozen lamb and mutton, 2,508,000 pounds compared with 4,523,000 pounds January 1, 1923, and a five-year average of 20,410,000 pounds.

Cured beef, 10,312,000 pounds fully cured and 12,289,000 pounds in process of cure compared with 9,091,000 pounds fully cured and 15,359,000 pounds in process of cure January 1, 1923, and a five-year average of 27,330,000 pounds for both items.

Dry salt pork, 53,883,000 pounds fully cured and 93,604,000 pounds in process of cure compared with 41,683,000 pounds fully cured and 79,443,000 pounds in process of cure, January 1, 1923, and a five-year average of 199,413,000 pounds for both items.

Pickled pork, 145,517,000 pounds fully cured and 287,209,000 pounds in process of cure compared with 133,616,000 pounds fully cured and 243,491,000 pounds in process of cure January 1, 1923, and a five-year average of 301,630,000 pounds for both items.

Miscellaneous meats, 83,467,000 pounds compared with 63,201,000 pounds January 1, 1923, and a five-year average of 87,307,000 pounds.

Lard, 49,822,000 pounds compared with 48,808,000 pounds January 1, 1923, and a five-year average of 64,511,000 pounds.

Following is a summary:

	Jan. 1, 1924, lbs.	Jan. 1, 1923, lbs.	5-yr. avg., Jan. 1, lbs.
Beef, frozen	83,054,000	91,805,000	168,235,000
Cured	10,312,000	9,091,000	27,330,000
In cure	12,289,000	15,359,000	*
Pork, frozen	126,783,000	72,278,000	66,912,000
C.P.S. cured	53,883,000	41,683,000	43,413,000
D. in cure	93,604,000	79,443,000	*
S.P. cured	145,517,000	133,616,000	301,630,000
S.P. in cure	287,209,000	243,491,000	*
Lamb and mutton, frozen	2,508,000	4,523,000	20,410,000
Misc. meats	83,467,000	63,201,000	87,307,000
Lard	49,822,000	48,808,000	64,511,000

\*Not available.

#### HEINEMANN A SWINE GROWER.

The annual meeting of the Georgia Swine Growers was held at Moultrie, Ga., January 10 and 11. A number of speakers addressed the members. Delegates were entertained by the local chamber of commerce, Mr. H. McDowell of Swift & Company's local plant being in charge of arrangements.

H. B. Ralls, Jr., of Ashburn was re-elected president. C. B. Heinemann of Atlanta was elected as one of the vice presidents and designated as in charge of marketing.

Griffin, Ga., was selected as the place for the Spring meeting, to be held March 25 and 26.

## Would Have Packers Retail Meat

### Marketing Expert of Department of Agriculture Tells Livestock Convention that it Would Benefit Both Producers and Consumers

At the annual convention of the American National Livestock Association at Omaha this week the Department of Agriculture further developed its efforts to bring about meat retailing by packers.

For some time the Department apparently has been convinced that it would help both producer and consumer should meat retailing be concentrated in fewer hands, including those of the packers. Packers have not warmed to the idea.

Prominence is now given to the propaganda by an address to a national meeting of producers by a Department official in which he openly advocates packers' retailing.

The viewpoint of the Department is indicated in the following summary of the Omaha address given out by the Department for publication. Elsewhere in this issue *THE NATIONAL PROVISIONER* makes editorial reference to the matter. It is our belief that packers do not want to retail, and that the solution is not packers' retailing, but better retailing.

#### View of Marketing Expert.

Retailing meat through large organizations operating chain stores would tend to cut down food costs at the greatest single point of expense, and would benefit both producers and consumers, declared Charles J. Brand, consulting specialist in marketing for the United States Department of Agriculture, in an address at Omaha this week before the annual convention of the American National Livestock Association. Entrance of the meat packers into this enterprise would effect this saving, he said.

Mr. Brand remarked that the five largest packing companies in this country are prohibited from engaging in the retail business by the well-known "packers' consent decree," entered by the Supreme Court of the District of Columbia, in the case of the United States of America against Swift & Co. and others. Other companies, however, may sell meat at retail. A few are doing so. One packing company operates 40 retail shops. Others operate from one or two to 25 or 30. Many grocery chains handle meats and find the business profitable.

"If independent operators can carry on meat chain stores profitably, why can not the packing companies do so?" Mr. Brand asked. Statistics indicate, the speaker said, that no less than 10 per cent of the total volume of retail trade in this country is made up of meat and livestock products.

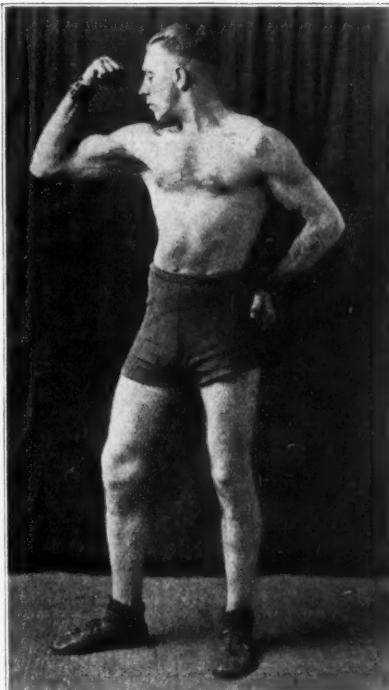
The total meat and lard bill of the American public in 1922 was about \$3,264,363,950. All commodities sold at retail in 1922 had a value of \$36,400,000,000. Under the present system of retailing, Mr. Brand said, the ideal of too many operators is large margins and small volume. Slow turnover and high unit operating costs are the result.

#### Says Small Shops Not Economical.

Records obtained by the Department of Agriculture on the relation of expense to total sales in retail meat markets show that expense is always high where volume of business is small, while the expense decreases steadily as the volume of business

increases. It is thus obvious that measures which reduce the number of retail meat concerns and increase the size of the remaining ones can help to reduce meat prices, Mr. Brand asserted.

High costs of meat distribution pile up at the retail store, said Mr. Brand, owing to the need of handling meat in small quantities, suiting the convenience of consumers, and carrying proportionately



WHY PEOPLE EAT MEAT

Fred A. Hecht, fighting secretary of the Cleveland Retail Meat Dealers' Association, looks like this when stripped for action. His splendid muscular development shows, he says, what eating meat will do toward building a man up. When he makes one of his very forceful talks to his association members Fred doesn't dress like this, but he couldn't fight harder for the good of the trade if he did. He is an unanswerable "Meat for Health" argument in himself.

heavy overhead. It is worth while, he declared, to inquire whether increased efficiency and economy can be obtained from further integration in the livestock industry that will call for the conduct by the packers, under wise supervision, of great chains of retail meat shops.

#### Talks of \$300,000,000 Saving.

The fact that many packing companies operate retail shops, Mr. Brand said, proves there is no objection to the principle. He thought it would be possible to effect a saving of 10 per cent, or \$300,000,000 a year, upon the retail selling price of meat by the development of large retail organizations. Such concerns, he said, would have advantages in obtaining supplies, in spreading expense over a large volume of business, in possessing expert executive guidance, in rapid turnover of stock, and in expert buying and efficient merchandising.

As an example of what is possible in this field, Mr. Brand cited the achievements of Lord William Vestey and his associates in Great Britain and elsewhere. The Vestey group owns ranches, packing plants, ocean steamships, cold storage warehouses, whole meat establishments, and more than 2,500 retail meat shops in the United Kingdom. Last year the organization bought 1,000 retail shops in South America. Mr. Brand said he was told by Lord Vestey that there had been times when only the retail end of the Vestey business showed a profit.

#### Would Combine the Business.

Mr. Brand contended that retail business as a whole is insufficiently concentrated in this country. There are, he said, about 1,300,000 retail communities of all classes, or one to every 100 persons in the population. These retail stores have 3,350,000 employees. The average annual volume of trade per store is about \$30,000, but this figure is swelled by the operations of the great department stores and mail order houses. Mr. Brand figured that for the largest single class of retail stores the annual business may be less than \$10,000 each. The great number of stores in relation to the population explains the high percentage of failures in retail trade, and points to the need for larger operating units, Mr. Brand declared.

#### GERMAN LIVESTOCK SLAUGHTER.

Judging from German statistics of livestock inspected and slaughtered during the quarter ending September, 1923, the Germans are eating relatively less beef, mutton and pork. Vice Consul Charles B. Dyar, Stettin, Germany, in a report to the Department of Commerce, dated December 8, gives the following figures for the September quarter throughout Germany with the exception of the Saar Valley, for 1913, 1922, and 1923:

Horses	30,103	47,687	30,251
Oxen	126,334	69,187	51,233
Bulls	126,008	84,224	65,615
Cows	261,469	329,036	196,861
Heifers	220,064	254,910	139,133
Calves	883,442	710,373	645,457
Hogs	3,901,076	1,230,706	995,872
Sheep	647,387	497,251	301,209
Goats	29,588	39,491	20,854
Dogs	1,249	3,646	6,430

# Real, Plain Truth!

You may not believe it, but a little book might save you a lot of money in your tankhouse.

We are just wondering if you know how much grease you are giving away with every ton of your tankage.

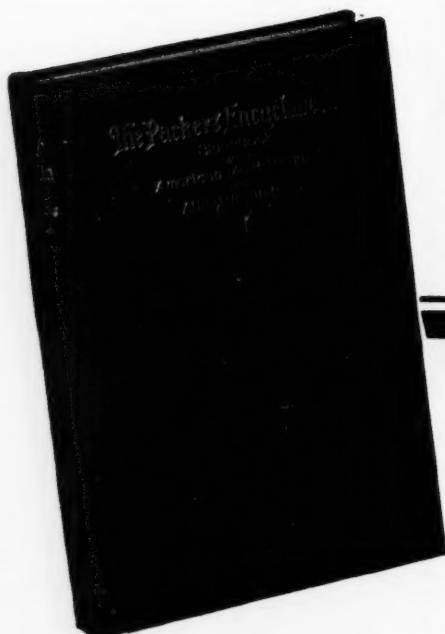
## DO YOU KNOW?

### How Much Grease Should There Be in the Tankage in a Well-Conducted Plant?

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THE NATIONAL PROVISIONER  
 Old Colony Building

CHICAGO

## Meat Packing by Correspondence

### Packer Employees Show Great Interest in Latest Development of Institute Educational Plan

The idea of studying meat packing by correspondence has aroused widespread interest among employees of packing companies in all parts of the country, judging from the large number of requests for Bulletin Number II, issued by the Institute of Meat Packing, which has announced that the correspondence courses will be available on February 1, 1924.

More than 17,000 bulletins have been requested through the Institute of American Meat Packers by individuals and in group orders forwarded by the employing companies. The application blanks provided for registration in the correspondence courses were not mailed until after January 15. Letters from many interested individuals indicate, however, that the registration will be generous.

Both the correspondence courses and the evening courses are under the direction of Emery T. Filbey, Director of the Institute of Meat Packing, and Dean of University College, University of Chicago. The Institute of Meat Packing is being conducted by the Institute of American Meat Packers and the University of Chicago in co-operation, through a joint administrative committee which is composed of representatives from the institute and the university.

Great interest in the correspondence courses among packers and their employees in eastern packing centers was reported by W. W. Woods, vice president of the Institute, and Dean Filbey, who last week visited Baltimore, Philadelphia, New York and Pittsburgh for the purpose of explaining the courses.

Group meetings were held in each of the cities mentioned, first with the principals of the different companies, and then with the employees who wished to enroll for the courses and were qualified to do so.

#### What the Courses Are.

The correspondence courses which are available on February 1 are the same as those given during the autumn term in the evening classes: Superintendency, Economics of the Packing Industry, Service of Science in the Packing Industry, and Accounting. By keeping the correspondence courses one term behind the evening courses, it is possible to enrich the correspondence material by the experience gained in giving the courses orally in the evening classes.

The courses being given in the evening classes during the second term, which lasts from January 2 to March 21, will be made available by correspondence on May 1. These courses are Meat Packing Operations, Superintendency, Economics, and Accounting.

Meat Operations is a new course, the others being continuations of the first term courses. The course in Meat Operations will cover fully, during the winter term, the subject of beef production and

packing, and in the third or spring term the scene will shift to pork.

#### The Most Practical Course.

This course is generally regarded throughout the industry as the most practical and one of the most important courses of the term.

The registration fee for each course in the correspondence division is \$9.50. In addition to this registration fee, each student is required to pay a matriculation fee of \$10.00, which is paid at the time of the first registration and is payable only once, no matter how many courses are taken. In a number of instances, the employing companies have arranged to advance the registration fee and to deduct the amount from the employee's salary in weekly installments.

The application blanks which, with the bulletins, are available to anyone interested in the correspondence courses, are designed to record detailed information concerning the applicant's previous training. In commenting upon the form of the application in a letter to its members, the Institute of American Meat Packers said:

#### The Form of Application.

"Although the courses offered are of college grade and difficulty, a person may qualify in either of two ways: First, by the possession of a high school education; second, by having shown capacity for advancement in the packing business. In

### Offer New Course in Meat Operations

"Meat Packing Operations," the new evening course offered during the winter term of the Institute of Meat Packing, will cover the field of beef production and packing during the current term. The spring quarter will be devoted to pork operations.

This course is regarded throughout the industry as one of unusual practical value, since the topics to be covered include discussion of improved methods in the handling of all beef products and their preparation, the calculating of yields, the curing of meats, all important steps in the manufacture of by-products, the preparation of cars for icing, shipping, etc., as well as a resume of livestock production, marketing, and buying.

The instructor is Mr. G. L. Noble, who has had exceptional experience in the industry and is familiar with the operation of plants of all sizes. A number of men who are prominent in the industry in this field will supplement the instruction with lectures.

Those who desire to register for this or other evening courses may do so by applying at the downtown offices of the University of Chicago, 116 S. Michigan avenue, or by wiring to University College, University of Chicago.

other words, experience counts as well as formal education. However, a man who lacks high school training and who has had little experience in the packing business is advised not to take the present courses. There will be other courses offered later.

"A man who lacks high school training but holds a position of responsibility in the packing industry, or who shows mental maturity is encouraged to register for the courses now being offered. Such men should not be discouraged by the formidable application blank, which is designed to cover any possible case. It is not expected that anyone will possess all the schooling mentioned there. The reason for the detailed questionnaire is that the instructors can serve better if they know what previous training each applicant has had."

Registrations for correspondence courses will be received at any time, although no instructional material will be available until after February 1, 1924. In order that the best results may be obtained from the study, the student will ordinarily be restricted to registration in only two courses at one time, so that if it is desirable the course may be finished in one month's time, although experience in this form of instruction has shown that more time is preferable.

New registrations can be made immediately upon completion of other courses, although all courses will not have been made available for correspondence work until after they have been covered first in the evening classes.

These courses now being studied in the evening classes will be open for correspondence registration on May 1.

#### MEAT INSPECTION CHANGES.

Recent meat inspection changes are reported as follows by the U. S. Bureau of Animal Industry:

**Meat Inspection Granted.**—Sturdivant Packing Co. (Inc.), Jefferson street, Brownsville, Tenn.; D. Pender Grocery Co., 303-311 Dunmore street, Norfolk, Va.; Mouquin Restaurant & Wine Co. (Ltd.), 468 W. Broadway, New York City; The Great Atlantic & Pacific Tea Co. (Inc.), foot of Tivoli street, Albany, N. Y.; Henriques & Bro., 113 Gano street, Providence, R. I.; \*United Serum Co., 211 Central avenue, Kansas City, Kans.

**Meat Inspection Extended.**—Armour and Company, North Adams, Mass., to include Morris & Co. and The North American Provision Co.; Foell Supply Co., Chicago, Ill., to include Foell Packing Co.

**Meat Inspection Withdrawn.**—\*Rohe & Bro., New York City; \*Hammond, Standard & Co., Toledo, Ohio; American Cotton Oil Co., The N. K. Fairbank Co., Gretna, La.; The American Cotton Oil Co., The N. K. Fairbank Co., The W. J. Wilcox Lard & Refining Co., The W. J. Wilcox L. & R. Co., W. J. Wilcox & Co., Guttenberg, N. J.; \*Corn Belt Packing Co., Dubuque, Ia.; \*The Stock Yards Packing Co., Kansas City, Kans.; \*Scott Butter & Provision Co. (Inc.), Norfolk, Va.

\*Conducts slaughtering.

## Preparing Livestock for Human Consumption

By Thomas E. Wilson, Vice-Chairman National Livestock and Meat Board

[Editor's Note.—This is one of a series of talks on the livestock and meat industry now being broadcasted in the form of a radio lecture from Westinghouse Station KYW, Chicago, by their authors, who are leading authorities on the subject at hand. The course is being given under the auspices of the National Livestock and Meat Board.]

The preparation of livestock for human consumption is one of the largest and most essential of our basic industries. Upon its efficient and economical operation depend to a measurable degree the health and sustenance of a large proportion of our population.

Meat has always been one of the chief elements in the diet of mankind. Long before man began to write a record of history, primitive man was a hunter. He prepared the animals taken in the chase for food.

### Primitive Beginnings of Cookery.

This operation was no doubt crudely done. He removed the skin with a sharp flint and roasted the meat on heated stones. The hide was fashioned into a garment or was used to make sandals for the feet.

The pioneers in every new country subsisted mainly upon the wild game animals until their scarcity forced the domestication of animals for food purposes.

The domestication of animals began very early in human history. It is recorded that Abel, the second son of Adam and Eve, was a keeper of sheep. Most all the patriarchs of Bible times were engaged in the livestock business.

Abraham was one of the greatest and richest cattlemen of ancient times. Jacob tended the flocks of Lebanon fourteen years for the hand of Rachel. Moses led the flocks of Jethro, a priest of Midian, before he was called to lead the children of Israel out of the land of Egypt and the house of bondage.

### Need of Pasture Was Great Influence.

There is little doubt that the western progress of the human race from its cra-

dle in Asia has been greatly influenced by the search for less crowded pasturage for its meat animals. This fact is particularly true with reference to America. The production of beef and lamb in this country has been largely a frontier occupation.

The early settlers of the Atlantic seaboard crossed the mountain ranges in search of further grazing ground. This process was continued until the central and western states have become the greatest livestock producing regions in the world.

My radio audience is no doubt fully acquainted with the progress which has been made in improving the grades of all kinds of livestock. At the livestock shows are exhibited the wonderful specimens of the animal world which have been developed by scientific methods.

### Preparing Livestock for Food.

No less wonderful has been the progress made in preparing livestock for human consumption. In the early history of our country the preparation of livestock for food was a local business in every community. Slaughtering was done in a house usually located in the suburbs of the towns. Little attention was paid to sanitation.

Usually the class of cattle slaughtered for food consisted of superannuated milk cows and steers too old to longer work. Nothing was saved but the hide and the meat, all other elements being dumped through a trap door as waste.

This situation continued practically up to the time of the Civil War, and may be remembered as the slaughter house period. The slaughter houses made some shipments of fresh meats during the winter months to nearby points. Such shipments could not be made during the summer months.

### Establishment of Cooling Rooms.

About this period slaughtering plants

established cooling rooms chilled with natural ice gathered and stored for the purpose during the winter months. With this moderate temperature control, curing troubles were reduced and packers began extending their business beyond the territory contiguous to their plants with cured products such as hams and bacon.

Compared to present day standards packinghouse methods at the beginning of the natural ice refrigeration period were very crude. There was little or no machinery in use. Hides were removed without care, the only idea being to remove them from the animal as quickly as possible. Hogs were scalded in caldrons, heated with wood or coal fires, and the hair was removed entirely by hand.

The hog was cut up while still warm and the different parts placed on shelves to cool or in chilled pickle for curing. Lard was tried out in open kettles and sold unrefined.

### Wasting All the By-Products.

The by-products from the animals slaughtered were either burned, buried or dumped into streams—a total loss. This material today under modern scientific processes is converted into hundreds of commercial articles found useful in the commerce of the country and has enhanced the value of livestock to the producer.

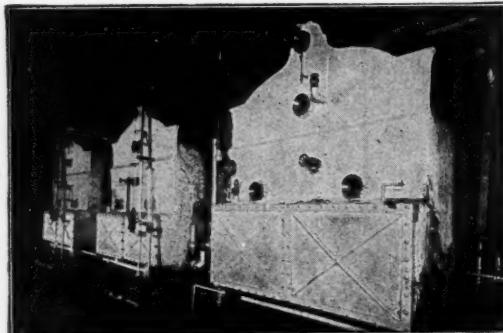
In addition thereto, many scientific medical preparations known to be indispensable in preserving the life and health of mankind, are now being made from animal tissues.

During this period the middle west settled rapidly with farmers and cattlemen, while the cities of the east grew rapidly from immigration. The great industrial centers grew as if by magic, until eastern packers could no longer supply the demand for fresh meat.

### The Origin of Refrigerator Cars.

The western packers then tried the experiment of shipping fresh beef in specially constructed cars refrigerated with natural ice. This experiment solved one

(Continued on page 44.)



## Turning Waste Into Profit

In many packing plants, both large and small, Swenson Evaporators are turning waste into profit by recovering the fertilizer contained in tankwater.

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**Small Stocks of Lard**

Stocks of prime steam lard in storage in Chicago on January 15, 1924, were the smallest of that date in years. This is rather remarkable, in view of the excessively large hog runs, and the fact that the average weight of these hogs was one of the heaviest in a quarter of a century. A limiting factor, however, was the unfinished condition of a considerable percentage of these hogs, in spite of their average heavy weight.

The stocks of lard in storage on the above-mentioned date were less than half of those in storage at the same time a year ago, one-third of those two years ago, less than one-fourth of those in 1921, one-fifth of the 1920 supply, a little more than one-half of the 1919 and 1918 stocks, and about one-fourth of the 1917.

The ability of both the foreign and domestic trade to absorb the enormous stocks of lard the past year was unprecedented in the history of the industry.

**Should the Packer Retail?**

The suggestion of a representative of the U. S. Department of Agriculture at the recent meeting of the American National Livestock Association, that the packers operate retail meat stores, will hardly meet with favor in the meat industry.

The large packers doubtless have troubles enough without taking on a government-supervised retail business. The smaller packers would question the advisability of entering into competition with their own patrons, or taking on the burden of disposing of their entire output for the domestic trade through their own retail markets. The local packer is already in position to operate retail stores if he finds it advantageous to do so.

Doubtless this opinion of the Department of Agriculture is a reflection of agitation among livestock producers for the past few years for the larger packers to carry on retail business. It is a question, however, whether it would help either producer or consumer.

There is a fixed, necessary place for the sanitary, up-to-date meat market, operated independently of the packing business. In this phase of the meat industry, as in others, there are many inefficient, poorly-conducted markets, which are only a drag. The retail business as a whole should be anxious either to raise the standard of such markets or to eliminate them entirely.

There are hundreds of thousands of inefficient farmers in the country, proving a drag on agriculture, industry and the general public. But it is hardly the place of

the meat trade to say they must be eliminated, merely because that trade is a manufacturer of certain agricultural products (meats), and could produce better meat products at a smaller cost if only the efficient farmers survived.

The answer to the movement to force packers to operate their own retail stores lies in raising the standard and lowering the overhead in the retail meat market.

Packers, through their cooperation with Northwestern University and the Department of Agriculture, are helping the retailer to raise his standards. The inefficiency existing in many retail stores, and the causes of this, are being discussed in a series of articles appearing in THE NATIONAL PROVISIONER. These are fundamental and should help in this situation.

The problem is one that should have the immediate and determined attention of all wide-awake retailers.

**Give Them the Figures**

Comment has been made in THE NATIONAL PROVISIONER on the constructive work being done by the U. S. Department of Commerce in seeking and disseminating trade information of advantage to the packing industry, and promotion of both foreign and domestic business generally.

Individual concerns comprising the packing industry can well show appreciation by assuming a cooperative attitude toward the department whenever it requires information. They need have no hesitation in doing this, as information thus gathered is used to the advantage of the packing business itself, as well as to business generally.

The Bureau of the Census of the Department of Commerce is now engaged in gathering statistics of manufactures covering all industries for the year 1923.

These statistics are collected and compiled in accordance with an act of Congress, and the forms submitted on which to report have been prepared after conference with the packing industry.

These forms were mailed to all packers on January 2, and it is urged that prompt and careful attention be given them, so that the data can be published at the earliest possible time to be of the greatest commercial value.

Do not force the department to go to the expense of sending a census taker to your plant, but fill out and forward this blank to the Director of the Census before the end of January.

The total of the figures requested will furnish the industry itself and the general public with information showing the outstanding place the packing business holds in the industrial life of the nation.

## PRACTICAL POINTS FOR THE TRADE

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### Boiled Ham Troubles

One of the frequent complaints about boiled hams is that they crumble when it comes to slicing.

Packers, ham boilers and retail dealers all have heard these complaints. It has been the habit to "pass the buck" from one to the other.

What is the real trouble, and who is to blame?

Over-cured hams will crumble after boiling because the albumen in the meat has been destroyed by the cure. That is the fault of the curer. Up-to-date packers, who cure properly and use modern styles of ham retainers, do not have this trouble.

Ham boilers who do not use modern methods, or regulate their cooking temperatures, cannot expect a firm product and must not blame the curer.

Retailers who handle boiled hams roughly or carelessly should not blame either the ham boiler or the curer when hams crumble in slicing.

#### Old Curing Methods Wrong.

Boiled ham was a source of trouble for many years. In the early days a strong cure was used, and the product was not back-packed at cured age. Consequently S. P. hams were used for boiling which in many cases had been in cure as long as 120 days.

The result was they were pickle-soaked, very salty in flavor, and the center of the ham became hardened. The practice of heavy pumping broke down the tissues and destroyed the albumen of the meat, and the natural result was that the finished product would crumble when slicing. The same trouble occurs today where curers have not learned this lesson.

Many packers have labored under the delusion that poor workmanship in boning was the direct cause of the hams crumbling. But when they adopted a mild cure, and a special selection on the cutting floor regarding fat limits for boiling hams preparatory to curing, they did not have this trouble.

#### Proper Containers for Boiling.

These improvements did not thoroughly eliminate complaints from the trade on boiled hams falling apart, due to the fact that they were still using the old-style round container. Packers in general finally adopted the new style container, that produced a flat boiled ham.

Boiled ham producers, both large and small, are entitled to a great deal of credit in adopting this method. It required a big appropriation to provide each boiled ham department with the necessary number and different sizes of re-

ainers to properly handle the product, as it required a certain size retainer for each particular average. Therefore, as stated, results were finally obtained by the ham boiler at a heavy cost. But it was worth while.

Furthermore, none but competent knife men were, or now are, employed on the ham-boning bench to bone, fat and skin hams in the proper manner. And packers have been compelled to pay a premium for this labor.

#### Better Methods of Handling.

In addition to this, special attention has been given the handling of boiled hams throughout. Packers have discontinued packing boiling hams in barrels. This caused numerous complaints, due to the fact that there was too much weight on the bottom layer of the barrel, which would cause the hams to fall apart, even though the workmanship was perfect up to the time of packing.

They have made it a rule to pack boiled hams in single layers in boxes, and also carry in storage coolers in this manner until they are packed for shipment.

With the packer taking all these precautions and going to all this expense in properly handling boiled hams, the retailers can co-operate to a much greater extent by giving the product the same careful handling at destination.

#### Carelessness in Retail Store.

In passing through several of the large retail markets in Chicago and Eastern cities, it was noticed that the man behind the counter would hastily reach for a boiled ham, and place it in the slicing machine in a rough manner, and then complain if this particular ham did not slice properly.

Slicing machines have been adopted as a standard, and are a wonderful saving for the retailer. But certainly it is no fault of the slicing machine when a ham is placed in the machine in a slam-bang manner. If the hams are placed in a machine in a careful manner, the dealer can eliminate difficulties of hams falling apart in his own establishment.

### Mould in Sausage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

Write to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, for directions for preventing mould in sausage. Send a 2-cent stamp for the reprint on "Discoloration in Sausage."

Under the circumstances, it would seem to be up to the retailer to do his part in reducing complaints to a minimum in regard to boiled hams crumbling when slicing.

### Points in Lard Refining

A subscriber in the South who wants information concerning the refining of lard writes as follows:

Editor The National Provisioner:

What temperature should pure lard be when it comes off the rollers? Also the temperature going into the rollers, and on the rollers?

Is prime steam lard on the Chicago market quoted less acid, or is proper allowance made in shipping in tank cars for acid, or do they remove acid content entirely?

What moisture is allowed on a car of prime steam lard to clear for Board of Trade transactions?

We want to put pure lard through a cottonseed oil refinery, and want to know what changes we will have to make.

Temperature to rollers to preserve brine should be 100 degrees. Coming off rollers, 60 degrees. Temperature on water roller, 80 degrees.

You can obtain this temperature by pumping hot lard through coil or over roller with water circulation. It must be an atmospheric cooling coil, with the lard put through the coil and the water over the coil.

Board of Trade ruling in regard to acid in prime steam lard, tank cars or tierces, under 1 degree; but good prime steam lard will not run over one-half or one per cent free fatty acid.

Moisture in prime steam lard is not over .3 to .4 of 1 per cent. After filtering or clarifying there is practically no moisture, or not over one-tenth of 1 per cent, as the fuller's earth absorbs the moisture. If using fuller's earth, the proper temperature for bleaching should not be over 165 degrees, and use one-fourth of 1 per cent of the earth. After putting the earth in the lard, filter it out as quickly as possible to avoid the earth flavor, which is apt to become rancid, and by eliminating the fuller's earth the product retains the natural lard flavor. If handling prime steam lard in tank cars, eliminate heating as much as possible.

It is not necessary to make any change in equipment for cottonseed oil refinery to manufacture lard. But it is, however, absolutely essential to use the necessary precautions in cleaning machinery to eliminate all traces of cottonseed oil. If this is done the present equipment should answer the purpose.

The best and most economical way to handle shipments of prime steam lard would be in tank cars.

### Ham Curing Periods

A curer in the South writes as follows:

Editor The National Provisioner:

Can you tell me if hams cured in strong pickle cure sooner than in mild pickle? I have talked to some packers who claim they do, and others say that they both cure through in the same time when not pumped."

Both hams cured in strong pickle and hams cured in mild pickle cure through in the same time, when not pumped, all conditions being equal.

### The Observer

This corner of the "Practical Points for the Trade" page belongs to THE MAN WHO SEES THINGS.

Here each week or so he will tell about something he has seen that is worth while describing for the benefit of others.

Or it may be something he has done himself that he thinks somebody else would like to know about.

Perhaps it is a "Don't," something he thinks has been done wrong and should be avoided by others.

Watch this corner!

### Meat Packing Then and Now

In recent issues under this heading a veteran of the business told about methods in making sausage in the old days, and contrasted them with what is done today.

This stirred up another old-timer to talk about meat packing methods then and now. His reminiscences deal rather generally with the old habits of careless operation and selling as compared with those of the best concerns today. But they are interesting, nevertheless.

He writes as follows:

Editor THE NATIONAL PROVISIONER:

Referring to articles entitled "Meat Packing: Business or Speculation?" in recent issues of THE NATIONAL PROVISIONER. In previous issues the writer has also noticed articles entitled "What's the Matter With the Packing Business?"

There always has been in meat packing circles an occasional firm operating blindly, impractical in packinghouse operations, and only retailers in the selling end.

Specific cases existed in the "dark ages" of the packing business, and there are living examples in this so-called enlightened age.

#### Off on the Wrong Track.

Many years ago a certain firm started slaughtering hogs in connection with the killing and marketing of beef, on which they enjoyed an excellent reputation, nation wide. It is needless to say their knowledge of the pork end was very limited, and they were not wise enough to surround themselves with competent men as executives.

The result was, after floundering like a fish out of water, they discovered enormous quantities of meat that were far below the standard, which eventually, moving through the channel of trade, did not gain either profit or reputation for the individual concern, and had a bad effect on the trade in general.

To overcome difficulties in the curing

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brought to the maximum with my Sales and Service combination.

It will pay you to investigate. Address

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process they adopted a very strong cure. Chemical analysis of salt showed 5½ to 6 per cent. They allowed the product to remain in curing vats indefinitely, back-packing and transferring it to lower temperatures to check or stop cure and render the product more palatable.

They continued to store and market the strong-cured product until their provision trade was ruined.

They also entered strongly into speculation, buying hogs as was customary those days. They made rapid strides through speculative channels in buying live hogs when the market was at a low ebb, and crowding the kill to utmost capacity, until they discovered that their provision trade

map. Their progress was wonderful, and they soon gained a reputation among the trade by giving the customer a satisfactory trim and cure, with proper handling from the killing floor to the refrigerated cars.

Similar cases still exist in packing circles. Organizations of this kind always travel the same route, and when they come to the end of the alley and find no ash-can, they always squeal for help.

Therefore, the writer maintains, in addition to good judgment displayed in the purchase of livestock, competent help should be employed. Whether on a large or small scale, salary should be a secondary consideration.

#### Must Keep Moving.

When the organization is complete its movement is somewhat similar to that of the railroads, in that the manager of the packinghouse may be compared with the man in the railroad tower. There are passenger trains leaving for all points, north, south, east and west, and the man in the tower puts each train on the right track. But it is entirely up to the engine crew to keep up steam if they wish to reach their destination.

The packinghouse manager must act conscientiously as a guide, putting his crew on the right track each morning, keeping them steaming up at every curve and incline, giving the product careful supervision and prompt handling. Then they are sure to reach the goal, as do the majority of well-regulated packing plants.

The successful packing plant is the outcome of strenuous effort and forethought on the part of the previous generation, which founded the packing business just about 58 years ago. From the time this business was established, down to the present day, packinghouse experts have come and gone. But the fact remains that there are more things undiscovered in the packinghouse line than any other institution in the world.

Yours truly,  
AN OLD-TIMER.

**Mr. Sausage Maker:** Did you know that the advertising pages of THE NATIONAL PROVISIONER contain valuable information for you? Have you looked at those pages?

### Scores of Packers Are Getting More and Better Grease and Lard By Using Bannon Separators in the Rendering Plant

Write for particulars  
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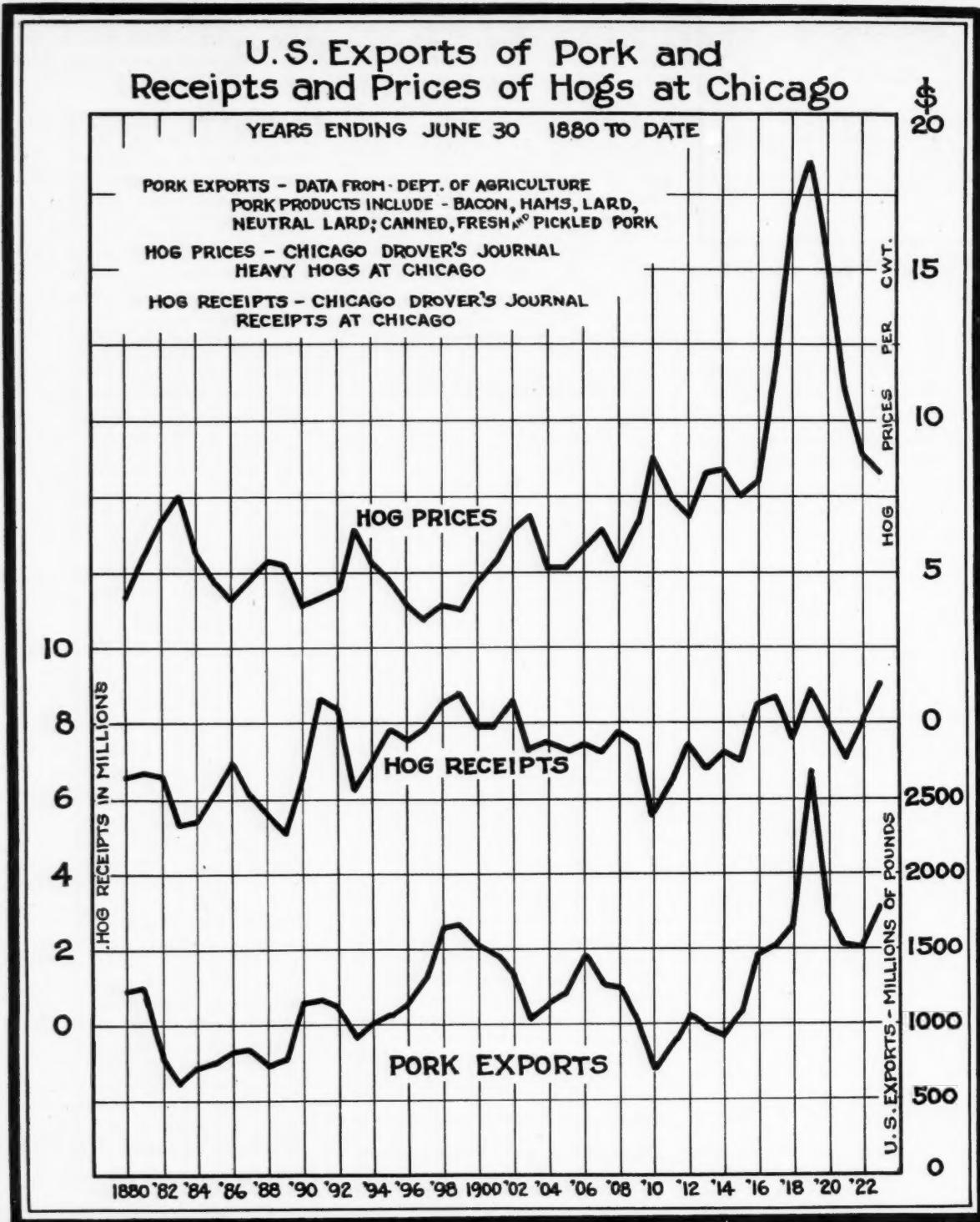
### Get rid of odors

How much money do you spend in a year trying to get rid of the odors in your plant?

Have you been successful? If not, why not try the Henderson-Haggard Chlorine Process, which is installed under Positive Guarantee to eliminate odors.

It is safe, simple, cheap.

**W. J. SPRINGBORN**  
Consulting Sanitary Expert  
40 Rector St. New York



### Effect of Pork Exports on Hog Production and Price

[EDITOR'S NOTE.—This is the eleventh of a series of "Studies in Live Stock Marketing," prepared by the Commercial Research Department of Swift & Company.]

The two most important economic effects of our foreign trade in pork products<sup>1</sup> are:

First, it enables farmers of the United States to produce a larger number of hogs than otherwise could be marketed at a profit.

Second, it helps materially to stabilize prices by taking very greatly increased quantities of pork products when

prices are low in the domestic market.

A review of the statistics of pork exports is necessary for an understanding of the first effect mentioned.

From 1907 to 1913 inclusive, this country produced on the average, 8,847,000,000 pounds of pork annually, according to estimates made by the U. S. Department of Agriculture. Annual exports of pork products during that same period amounted

(1) The pork products considered are bacon, hams, lard, neutral lard; canned, fresh, and pickled pork.  
(2) Figuring average dressed weight of hogs at 160 pounds.

ed to 1,073,000,000 on the average, which was 12.1 per cent of total production.

From 1914 to 1921 inclusive, our average annual production was 10,066,000,000 pounds, of which we exported 1,648,000,000 pounds or 16.4 per cent. Stated otherwise, this export outlet furnished a market for pork equivalent to the weight of 6,700,000 hogs<sup>2</sup> per year before the war, and about 10,300,000 hogs per year since 1913.

#### Compared to Home Consumption

The average export figures given above for the period, from 1914 to 1921 inclusive, are about equal to the consumption of pork in the states of New York, Pennsylvania, and Massachusetts.

(Continued on page 32.)

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Prices' Unsettled—Reaction Sharp—Hogs Easier — Movement Liberal — Stocks Show Moderate Gains.

The past week has shown quite a change in sentiment regarding the provision market and a considerable reaction in prices led by lard in which there appears to be quite a little liquidation, and absence of support on the declines. The market seemed to run into quite a little pressure of long stuff on last week's rally and influenced in part by statements that the foreign demand has fallen off quite sharply owing to the action of the exchange market and a sharp decline in the Liverpool lard prices. Even with the lower exchange rates there was quite a desire to sell and this was reflected into a decided reaction in values.

The mid-month stocks were about as expected. The stock of lard gained about 1,200,000 lbs. for the half month, but was just about 2,000,000 lbs. less than at the corresponding time last year. There was a decrease in short ribs, and other stocks of meats showed but little change either way.

### Comparative Stocks of Pork and Lard.

The comparative stocks of pork, lard and ribs for the mid-month follow:

	Mid. Jan. '24.	End. Dec. '23.	Mid. Jan. '23.
Pork, bbls.	1,575	1,889	1,200
Lard, contract, lbs.	6,480,385	5,274,000	7,407,000
Lard, other, lbs.	3,111,516	3,064,000	4,082,000
Lard, total, lbs.	9,591,901	8,338,000	11,488,000
Short ribs, lbs.	943,178	1,008,000	900,000

The action of hog prices was rather disappointing to shippers, although the decline from the high was not very great and on the decline there was a moderate volume of buying. After dropping to a little under 7c for the average at the close of last week, prices rallied to 7½c, and were above the average for the week.

The price of other livestock continued very steady all week, although the receipts were quite liberal. The total receipts of hogs at the seven markets were 810,000 against 660,000 the previous week and 790,000 last year. Receipts of cattle were 215,000 against 180,000 the previous week and 197,000 last year.

Sheep receipts were 235,000 against 188,000 the previous week and 217,000 last year. The heavy movement was reflected into the packing for the week which was distinctly more than had been looked for.

The packing statistics showed a total for the week of 1,073,000 against 847,000 the previous week and 1,034,000 last year. For the winter season to date the total has been 10,967,000 against 9,555,000 a year ago.

### Stocks Not Greatly Increased.

With the continuation of this very heavy slaughter compared with a year ago, the stocks are still not increasing in the way anticipated, so that the situation is in a sense quite peculiar. On the large movement there has developed quite a bearish feeling on hogs yet the market after a little decline comes right back, and there are some who believe that the market is on the up grade on hogs for a considerable period of time.

Compared with the low price, however,

the market is only up about 3/4c of a pound, and the huge receipts make it difficult to develop any pronounced bullish feeling.

The action of the lard market has been distinctly against values. From the high level of last month the market has declined nearly 3/4c of a pound, while the hog market is up from the low level of December nearly 3/4c per pound. This shift in the relative prices of lard and hogs attracted a good deal of attention.

Some attribute it to the better price for meats giving a somewhat better return for the total product enabling a lower price to be made on the lard. Another influence in the lard market is the sharp pause in the recent foreign buying.

### Shipments Heavy from New York.

The shipments from New York have been very heavy the past two weeks but the recent demand has been on a relatively moderate scale, and this situation has been emphasized by the sharp decline in foreign quotations as well as the decline in foreign exchange which still further emphasizes this weakness.

The exports for the week were probably of record proportions as reported from all ports amounting to 34,868,000 lbs. of lard including 19,443,000 lbs. to Germany. This total compared with 22,919,000 lbs. the previous week and 27,328,000 lbs. last year. Shipments of meats were also very large amounting to 21,737,000 lbs. against 19,991,000 lbs. the previous week and 23,361,000 lbs. last year.

Interior shipments of meats have been on a good scale again. The past week,

Chicago shipped 21,667,000 lbs. of fresh meats, 15,487,000 lbs. of cut meats and 9,278,000 lbs. of lard. Since November 1 the shipments of cut meats from Chicago have been 176,000,000 lbs. against 154,000,000 lbs. last year and lard, 103,000,000 lbs. against 112,000,000 lbs. last year.

The figures on lard are quite interesting. Since October 1st Chicago receipts of lard have been 43,783,000 lbs. and shipments 13,939,000 lbs., yet with smaller shipments of lard than a year ago, the stock of lard is smaller than a year ago.

### Believe Stocks Will Accumulate.

The condition of the market for all products is possibly influenced by belief that stocks will accumulate for the next month or two unless there is a marked falling off in the hog movement. Of such possible falling off there is no immediate evidence while the distribution is sufficiently large to prevent undue pressure.

Argument is being made that, if there is any pause in the marketing of hogs, hog prices may reflect such situation. This may in turn be reflected into product prices, particularly if domestic economic conditions do not change unfavorably and particularly, if the conditions abroad change for the better.

Many now believe such possibility owing to the drastic French program as to its budget, and belief that the reparations investigation under General Dawes will work out some intelligent solution.

**PORK**—The market was dull and firm with mess at New York \$24@25; family \$30; short clears \$28@32. At Chicago mess pork was quoted at \$22.50.

**LARD**—A quieter demand and a weaker market was the feature this week. At New York prime western was quoted at 13@13.10c; middle western 12.85@12.95c, city 12½c; refined to the continent 13½c; South American 14c; Brazil kegs 15c, and compound 13@13½c. At Chicago regular lard in round lots was quotable at .35 over January; loose lard at .22½ under Jan., and leaf lard at .40 under Jan.

**BEEF**—The market was slow in the east, but steady, with mess quoted at New York at \$16@17, packet \$17@18; family \$21@23; extra India mess at \$33; No. 1 canned corn beef \$2.35; No. 2, at \$4, and sweet pickled tongues \$55@65 per bbl., nominal.

SEE PAGE 35 FOR LATER MARKETS.

### THE PIG SURVEY.

Hog production has passed the crest in the surplus producing regions and a downward movement in production is well under way, according to the results of the December, 1923, pig survey of the U. S. Department of Agriculture, cooperating with the Post Office Department through the rural carriers.

The survey shows a decrease of 8.7% in the number of sows farrowing in the fall of 1923 from the fall of 1922 for the United States. A decrease of 6.1% in the Corn Belt is shown. In the June, 1923, pig survey, farmers stated they intended to breed 28% more sows for fall farrowing in 1923 than in the fall of 1922; the intended increase in the Corn Belt at that time was shown as 25%.

### Many Sows Sent to Market.

The decrease in fall farrowings is no

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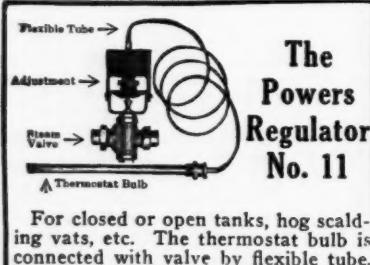
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doubt the result of low hog prices in June and July of 1923. Many sows that were intended for fall farrowing in 1923 were marketed instead, as indicated by the fact that 61.8% of the hogs slaughtered at packing plants during August, September, and October, were sows, compared with 59.3% for the same months the previous year, which is interpreted as an increase in slaughter of about 1,500,000 sows for this period.

This is also supported by the fact that while there was an increase of about 25% in the inspected slaughter of hogs during the four months, July to October, 1923, inclusive, over the same period the previous year, the average weight per head was about the same for the two years, indicating that the number of sows slaughtered must have increased at least proportionately with the increase in the total slaughter.

While the survey shows that the sows farrowed in the fall of 1923 decreased 8.7% for the United States, and 6.1% in the Corn Belt, from the previous year, the actual pigs saved were reported as having decreased only 6.8% for the United States and 3.8% for the Corn Belt.

### Reduced Breeding for 1924 Indicated.

A decrease of 1.2% in numbers of sows bred or intended to be bred for spring farrowing in 1924 in the United States, and a decrease of 5.4% in the Corn Belt from sows farrowed in the spring of 1923, is also reported. These decreases showed the intentions as of December 1; since that time the marketings of hogs have been the heaviest ever known for a similar period; the price has been low and the corn-hog ratio has been unfavorable to hog production, which may indicate a further reduction of sows kept for breeding.

Actual farrowings, as shown by previous surveys, have heretofore fallen considerably short of the expressed intentions at the time of breeding. The December, 1922, survey showed an increase of 13% in intentions to breed for farrowing in the spring of 1923 for the whole country, while the actual farrowings increased less than 4%; in the Corn Belt the intentions were to increase 15.6 while actual farrowings increased 8%.

### Marketings in 1922 and 1923.

The total 1922 pig crop in the Corn Belt was 24.6% larger than the total crop of 1921, according to the survey of the United States Department of Agriculture. This is borne out by the record of the marketings from these states. The total marketings for the Corn Belt from the 1921 crop were about 37,000,000 head, and from the 1922 crop were upward of 48,000,000 head. Assuming the farm slaughter for these two years to be the same as shown by the 1920 census figures, namely, 5,300,000 head, and estimating other local slaughter at 2,000,000 head each year, this would make the total production of hogs in the Corn Belt about 44,000,000 head in 1921 and about 55,000,000 head in 1922 or an increase of 25%.

### Market Supplies for 1924.

The total crop of 1923 in the Corn Belt is shown by the survey to be 2.5% greater than the total crop of 1922. If these figures are as dependable as those showing the increase in the 1922 production the market supply from the Corn Belt from the 1923 crop will be about 49,500,000 head instead of 48,000,000 head marketed from the 1922 crop.

It is important to note in this connection, however, that the marketings during October, November, and December, from the 1923 crop are already 3,000,000 head in excess of the marketings during the same months from the 1922 crop, indicating that because of this heavy early market movement during the latter part of 1923, there will probably be a falling off in the marketings during the first nine months of this year from the number marketed during the same period last year.

### BRITISH PROVISION MARKET.

(Special Letter to The National Provisioner.)

Liverpool, England, Jan. 5, 1924.

The market here after the holidays is showing an improved demand, all meats meeting a better market with prices showing firmness and most goods being marked up. The better demand for Irish and Danish Wiltshire and the improved prices for these goods has reflected in the Canadian and American Wiltshire market, both these cures receiving more attention from the buyers at better prices.

Cumberlands are also in better request with every possibility of higher prices in the near future, this being supported by the higher quotations from the packers for this cut on c. i. f. offers.

Hams are in much better request, especially A. C. hams. These appear to be in short supply, especially 14/16 lbs. avg.

### BRITISH PROVISION STOCKS.

(Special Report to The National Provisioner.)

Liverpool, England, Jan. 3, 1924.

The stocks on hand at Liverpool on January 1, 1924, as estimated by the Liverpool Provision Trade Association, with comparisons for last month and last year, are as follows:

	Dec. 31, 1923.	Nov. 30, 1923.	Dec. 31, 1922.
Bacon, boxes	21,788	21,582	11,639
Hams, boxes	4,493	3,000	6,455
Shoulders, boxes	1,355	1,129	611
Lard (tierces) P. S. W.	438	986	1,064
Lard (refined)	153	252	623

Imports into Liverpool for the month of December, 1923, were:

2,899 boxes bacon and shoulders.  
14,159 boxes hams.  
61,242 cwt. lard.

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, boxes.	Hams, boxes.	Lard, tons.
December	6,650	2,883	732
November	7,228	4,227	1,061
October	7,588	8,442	1,013
September	7,537	3,487	635
August	9,207	4,822	787
July	7,266	5,553	764
June	7,196	4,119	754

### EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Jan. 12, 1924, with comparisons:

	PORK, BBLS.	WEEK ended Jan. 12, 1924.	WEEK ended Jan. 13, 1923.	NOV. 1, 1923, to Jan. 12, 1924.
United Kingdom	50	180	753	
Continent	715	1,029	7,445	
So. and Cent. Amer.		375	1,698	
West Indies				
B. N. A. Colonies.				
Other countries				
Total	765	1,584	9,896	
BACON AND HAMS, LBS.				
United Kingdom	15,312,950	15,161,000	127,810,900	
Continent	8,806,000	5,006,000	81,504,325	
So. and Cent. Amer.			46,000	
West Indies			124,000	
B. N. A. Colonies.				
Other countries	222,500		725,000	
Total	24,341,750	20,167,000	210,210,225	
LARD, LBS.				
United Kingdom	4,320,570	4,662,700	45,174,083	
Continent	26,857,652	18,989,854	144,536,698	
So. and Cent. Amer.			1,113,000	
West Indies		274,000	98,000	
B. N. A. Colonies.				
Other countries	13,332		38,732	
Total	31,465,554	23,760,554	191,645,613	

### RECAPITULATION OF THE WEEK'S EXPORTS.

From	Pork, bbls.	Bacon and hams, lbs.	Lard, lbs.
New York	765	11,717,250	25,317,554
Portland, Me.		9,480,000	1,000,000
Boston		1,241,000	4,869,000
Baltimore			265,000
New Orleans			9,000
St. John, N. B.		1,903,000	403,000
Total week	765	24,341,250	31,465,554
Previous week	365	26,098,800	27,981,901
Two weeks ago	1,067	8,305,750	13,310,363
Cor. week, 1923	1,584	20,167,000	23,760,554
Comparative summary of aggregate exports in lbs. from Nov. 1, to Jan. 12, 1924:			
1923 to 1924.			
Pork, lbs.	1,979,200	2,027,400	48,200
Bacon and hams, lbs.	159,852,350	50,357,875	.....
Lard, lbs.	191,545,513	37,904,323	.....

# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—After holding rather strongly for some weeks, the tallow market gave the first sign of an easier position this week, with sales reported of between 1,500,000 and 2,000,000 lbs. of extra tallow, New York, at 8½c, a decline of ½c from a week ago. Leading soap manufacturers were good buyers but offerings were freer, and it is understood that buyers' ideas were lowered, following the reported transactions. Sentiment was more mixed. In the west the market was holding rather firmly, with edible at Chicago quoted at 9½@9½c, fancy at 9@9½c, and prime packer 8½@8½c. At New York special loose was quoted at 8½c nominal, extra at 8½c nominal, and edible 9½@9½c nominal.

At Liverpool, Australian tallow was somewhat stronger, and sixpence to nine-pence higher than last week with choice at 45s 9d and good mixed 43s 9d. (The London auction was delayed—will wire.)

**STEARINE**—An easy tone continued to prevail in this market, and reports of a slow demand for compound, especially in the east, were having an adverse influence. Sales at New York were reported at ten cents, the same as last week and the low of the downward movement, while at Chicago oleo was quoted at 9½@10c.

**OLEO OIL**—The market was quiet with extra at New York 16@16½c, medium 12½@12½c, lower grades 11½c.

SEE PAGE 39 FOR LATER MARKETS.

**LARD OIL**—The market was featured by a better demand for low grades, and a sharp advance in that quarter, while the better grades were inactive. At New York edible was quoted at 16@16½c, extra winter at 13½c, extra No. 1 at 11½c, No. 1 at 11c, and No. 2 at 10½c.

**NEATSFOOT OIL**—A better demand was claimed, and a stronger market was witnessed all around. At New York pure was quoted at 14½c, extra at 11½c, No. 1 at 11c, and cold pressed at 17½c.

**GREASES**—A stronger tone continued to feature the grease market. Prices have been following tallow more or less, and when tallow eased, the demand for greases subsided somewhat. At Chicago the market was firm, yellow selling at 7½c f.o.b. Chicago, while packers reported a renewal of inquiries for choice white grease, with sales at 9½c, New York. At New York yellow was quoted at 7½@7½c; choice house at 7@7½c; A White 8@8½c; B White 7½@8c; choice white 9½@10c. At Chicago brown was 6½@6½c, yellow 7@7½c; B White 7½@7½c; A White 8@8½c and choice White 8½c.

### PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, Jan. 16, 1924.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 18-19c; green hams, 8-10 lbs., 17c; 10-12 lbs., 16½c; 12-14 lbs., 15½c. Green clear bellies, 6-8 lbs., 13c; 8-10 lbs., 13c; 10-12 lbs., 12½c; 12-14 lbs., 12c. Green rib bellies, 10-12 lbs., 12½c; 12-14 lbs., 12c. Sweet pickled clear bellies, 6-8 lbs., 10c; 8-10 lbs., 11c; 10-12 lbs., 11c; 12-14 lbs., 10½c. Sweet pickled rib bellies, 10-12 lbs., 11c; 12-14 lbs., 10½c. Sweet pickled hams, 8-10 lbs., 17c; 10-12 lbs., 16½c; 12-14 lbs., 16c; dressed hogs, 11½c; city steam lard, 12½c; compound, 13@13½c.

### CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending January 10, 1924, with comparisons:

	STEERS.		
	Week ended	Same week	Week ended
	Jan. 10, 1923.	Jan. 10, 1923.	Jan. 3.
Toronto	\$ 7.50	\$ 7.75	\$ 7.65
Montreal (W)	6.50	6.75	6.50
Montreal (E)	6.50	6.75	6.50
Winnipeg	6.00	6.75	5.50
Calgary	5.00	5.00	4.85
Edmonton	5.00	5.50	4.75

### CALVES.

Toronto	\$13.75	\$15.00	\$13.00
Montreal (W)	11.00	12.00	10.50
Montreal (E)	11.00	12.00	10.50
Winnipeg	7.50	7.50	7.00
Calgary	4.50	4.00	3.75
Edmonton	5.00	4.50	4.50

### HOGS.

Toronto	\$ 9.00	\$12.10	\$10.15
Montreal (W)	9.75	12.25	9.50
Montreal (E)	9.75	12.25	9.50
Winnipeg	8.25	10.28	8.90
Calgary	7.97	9.24	7.70
Edmonton	8.15	10.15	8.65

### SHEEP.

Toronto	\$15.00	\$16.00	\$14.00
Montreal (W)	10.00	11.00	10.00
Montreal (E)	10.00	11.00	10.00
Winnipeg	10.50	10.50	10.50
Calgary	11.50	11.75	11.50
Edmonton	11.00	10.00	11.00

### Blood

Chicago, January 16, 1924.

The blood market is steady this week. Producers have advanced their ideas somewhat and are asking \$3.60. Late sales were made at \$3.50 Chicago.

### Unit ammonia.

Ground	\$3.30@3.40
Crushed and unground	3.10@3.20

### Digester Hog Tankage Materials.

There has been a little activity in this market, though not enough to give it much strength. Trading is about on the same levels of \$2.50@\$2.85.

### Unit Ammonia.

Ground, 10 to 12%, ammonia	\$2.90@3.10
Unground, 10 to 12% ammonia	2.60@2.85
Unground, 7 to 9% ammonia	2.25@2.50

### Fertilizer Tankage Materials.

The fertilizer tankage materials market is quiet. Buyers are reducing their ideas in line with the amount of material offered for feed, as they figure they will be able to buy it cheaper later on.

### Unit ammonia.

High grade, ground, 10-11% ammonia	\$2.65@2.75
Lower grade, ground, 6-9% ammonia	2.40@2.50
Medium to high grade, unground	2.10@2.25
Low grade tank and country rend, unground	1.75@2.00
Hoof meal	2.40@2.50
Grinding hoofs, pigs' toes, dry	20.00@30.00

### Bone Meals.

The bone meal market is exceedingly quiet, with very plentiful offerings.

### Per ton.

Raw bone meal	\$28.00@30.00
Steamed, ground	20.00@22.00
Steamed, unground	17.00@18.00

### Cracklings.

There is little life in the crackling market. Buyers' ideas are lower and sellers have apparently not met the decline and are asking higher prices than the market seems to warrant.

### Per ton.

Pork, according to grease and quality	\$50.00@60.00
Beef, according to grease and quality	40.00@45.00

### Bones, Horns and Hoofs.

The hoof market is dead; the bone market is steady, while there is a good trade on horns.

### Per ton.

No. 1 horns	\$225.00@250.00
No. 2 horns	175.00@200.00
No. 3 horns	125.00@150.00
Culls	32.00@34.00
Hoofs, black and striped, unassorted	32.00@35.00
Hoofs, white, unassorted	40.00@45.00
Round shin bones, unassorted, heavies	85.00@95.00
Round shin bones, unassorted, lights	70.00@80.00
Flat shin bones, unassorted, heavies	65.00@70.00
Flat shin bones, unassorted, lights	55.00@60.00
Thigh bones, unassorted, heavies	85.00@95.00
Thigh bones, unassorted, lights	70.00@80.00

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Jan. 16, 1924.—A few sales of ground tankage were made around \$3.75 and 10c f. o. b. New York for prompt shipment, and that is about the ruling quotation, but the demand is very light and the buyers of feeding tankage are still out of the market, so that it does not look like higher prices for the immediate future.

Blood is being offered freely, with no buyers, and there is very little doing in fertilizer materials with the exception of sulphate of ammonia. This material has been in very great demand by both domestic and export buyers and the price has advanced and the leading producers are sold out for the first quarter of this year, but there is some re-sale lots being offered at ruling quotations.

The demand for cracklings is also very light.

## Packinghouse By-Products Markets

### Blood

Chicago, January 16, 1924.

The blood market is steady this week. Producers have advanced their ideas somewhat and are asking \$3.60. Late sales were made at \$3.50 Chicago.

### Unit ammonia.

Ground	\$3.30@3.40
Crushed and unground	3.10@3.20

### Glue and Gelatin Stock.

Jaws, skulls and knuckles are a little easier this week, with \$33.00 considered the top. Junk bones are holding steady.

Per ton.
Calf stock
Edible pig skin strips
Rejected manufacturing bones
Horn pits
Cattle jaws, skulls and knuckles
Junk bones and hotel kitchen bones
Sinews, pizzles and hide trimmings

Per ton.

\$80.00@85.00

65.00@70.00

40.00@42.00

20.00@22.00

31.00@33.00

24.00@26.00

19.00@21.00

### Animal Hair.

The hog hair market is quiet. Curled hair manufacturers are rather out of the market, which leaves fertilizer manufacturers the only market. Recent quotations follow, delivered, Chicago basis:

Field and coil dried, winter, lb.	2½@3c
Dyed, winter	0
Cattle switchers (10 for 100) each	8@8½c
Horse mane hair, green, lb.	0@10c
Unwashed dry horse mane hair, lb.	13c@15c

### Pig Skin Strips.

There is very little demand for pig skin strips. Many producers are tanking this product. Sellers have asked 5c per lb., basis Chicago, while buyers are offering 4c for No. 1 tanning grades, and around 3½c for Nos. 2 and 3.

## F. C. ROGERS

### BROKER

### Provisions

#### Philadelphia Office:

267 North Front Street

Trenton, N. J.

Frost-Richie Building

State & Warren Streets

#### New York Office:

431 West 14th Street

## MEAT EXPORTS BY COUNTRIES.

Domestic exports of specified classes of meat and meat products, from the United States, by countries, during November, 1923, are reported by the U. S. Bureau of Foreign and Domestic Commerce as follows:

Countries.	Beef, pickled or cured, pounds.	Hams and shoulders, pounds.	Bacon, pork, pounds.	Pickled pork, pounds.
Austria			1,224	
Belgium	39,200	708,389	1,414,921	103,000
Denmark	5,000		41,114	
Finland			204,292	
France		484,537	2,022,920	4,400
Germany	32,125	385,757	9,408,061	383,284
Gibraltar			26,554	
Italy		32,722	2,921,951	
Latvia			100,472	
Netherlands		380,551	3,851,968	38,000
Norway	80,000	151,444	442,524	158,140
Portugal		1,142		
Spain		6,207	387,982	
Sweden	8,000		566,970	
Switzerland		9,700		
England	65,523	23,151,894	13,740,365	213,945
Scotland	94,074	3,358,904	87,175	
Ireland		52,352	11,046	
Canada—Maritime Prov.	98,920	33,654	4,705	50,000
Que. & Ont.	22,373	1,991,832	834,418	455,381
Brit. Col. and Prairie Prov.				
Yukon	182	893	33,143	
Brit. Honduras	9,930	19,440	605	56,460
Costa Rica	8,300	9,188	202	2,500
Guatemala	1,100	5,453	1,103	2,900
Honduras	4,900	30,677	4,862	800
Nicaragua	2,219	9,553	1,519	100
Panama	18,800	85,631	12,475	24,400
Salvador		1,700	40	
Mexico	377	89,135	35,051	
Newfoundland and Labrador	625,348	52,240	43,946	384,100
Bermuda	10,444	47,111	11,812	4,780
Barbados	44,600	28,857	680	30,600
Jamaica	42,300	78,241	9,248	85,500
Trin. and Tob.	47,425	140,810		86,200
Indies	59,855	33,172	9,318	57,940
Cuba	10,150	1,206,941	2,421,632	336,126
Dom. Repub.		26,641	2,948	16,000
Dutch W. Ind.	38,546	7,154	566	3,300
French W. Ind.	11,506	9,000	4,500	
Haiti	57,375	12,167	292	47,525
Virgin Is. of U. S.	5,030	7,465	1,569	9,850
Argentina			85	
Brazil		496		
Colombia	800	6,853	1,371	200
Ecuador		4,570		
Brit. Guiana	133,200	43,243	1,003	87,400
Dutch Guiana	146,500	3,045		34,600
French Guiana	31,600	1,928		
Peru		12,942	2,536	
Venezuela	225	68,965	833	45,000
Brit. India		212	776	
Ceylon	699			
China		1,784	1,416	
Chosen		143		
Hongkong		7,620		
Japan	50	3,222	1,854	
Palestine and Syria		48		
Philippines Is.	25,522	2,270		1,500
Australia	15,000		15,000	
French Oceania	115	102		
Other Oceania	85			
Brit. W. Africa	42,700		1,000	
Brit. S. Africa		737	102	600
Canary Islands		402	220	
Algeria and Tunisia		15,566	35,216	
Tunis				
Other French Africa		150	240	
Liberia	1,000	358		1,400
Morocco			91,296	29,962
Other Portuguese Africa	2,000	1,580	1,700	
Spanish Africa			13,750	
Total—Pounds	1,804,376	32,920,404	39,026,863	2,764,514
Values (dols.)	183,833	5,409,160	5,134,579	326,801

## Meat extracts

Countries.	Sausage and not bouillon canned, cubes, pounds.	Lard, pounds.	Neutral lard, pounds.
Austria		82,500	
Belgium	104,650	2,869,777	45,116
Denmark		782,578	104,283
Finland		711,859	
France	11,000	3,776,485	
Germany	701	80,15,934,194	68,068
Gibraltar	1,000	26,550	
Italy	660	9,535,095	
Malta, Gozo and Cyprus Is.		120,400	
Netherlands		5,181,251	482,838
Norway		169,400	253,291
Poland and Danzig		110,251	
Spain	1,100		
Sweden		494,738	37,179
England	3,805	10,588,18,251,855	331,130
Scotland	5,825	880	574,249
Ireland		14,657	83,769
Canada—Maritime Prov.	992	24	29,350
Que. and Ont.	26,243	522	691,317
Prairie Prov.	5,233		244,161
Brit. Col. & Yuk.	4,362		31,068
Brit. Honduras	2,453		10,441
Costa Rica	2,485		186,912
Guatemala	935	13	70,900
Honduras	639		63,978
Nicaragua	150		25,217
Panama	9,900	40	97,483
Salvador	100		

## THE NATIONAL PROVISIONER

## VEGETABLE OIL MARKETS.

**COCOANUT OIL**—Following the recent active absorption of this oil, the market has developed a stronger tone, and sales were claimed this week on the coast at 8½c, or ¾c higher than a week ago, while at New York sales were made at 8½c, or unchanged from last week, with evidence of further offerings at that figure in the east, which failed to find buyers.

The market for copra continued more or less nominal, but firm, with the coast quoted at 5½c, and New York 5½@6c. At New York Ceylon type in barrels was quoted at 9½@9¾c, tanks 8½@8½c, tanks coast 8½@8½c; Cochin type, barrels New York 10@10½c edible 10½c.

**SOYA BEAN OIL**—The market continued firm with limited available supplies the feature. At New York crude in barrels was quoted at 11@11½c, tanks 11½@11½c, tanks coast ten cents.

**PEANUT OIL**—The market was without special feature, excepting for limited stocks, with crude oil nominal everywhere, and refined barrels New York quoted at 16½@17c.

**CORN OIL**—A firmer tone was in evidence with offerings rather light, and demand showing some betterment, with the firmness in crude cotton oil a factor. At New York crude in barrels was quoted at 11½@11½c, tanks Chicago ten cents; refined barrels New York 13½@13½c.

**PALM OIL**—The market was somewhat stronger with sales reported of upwards of 1,500 tons, Niger selling up to 7½c, an advance of about ¼c. Small lots of Lagos sold at 7½c, New York. The easier tone that developed in tallow tended to check the demand. At New York Lagos spot and shipment were quoted at 7½@7½c, with claims of some business at 8c. Niger spot was quoted at 7@7½c. and shipment at 7½c.

**PALM KERNEL OIL**—The market was rather quiet, with the undertone firm, and imported quoted at 8½@8½c.

**SESAME OIL**—The market ruled rather quiet but steady. Locally it is expected that more active interest will be displayed from next month on. Edible in barrels New York was quoted at 13@13½c.

**COTTONSEED OIL**—Demand somewhat quiet and the market continues to cover a wide range. Prime summer yellow, spot barrels New York, was quoted at 12@13c, but store oil New York has been selling as low as 11½c. Southeast and Valley crude 9½c—Texas 9½@9½c.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, January 16.—Latest quotations on chemicals and soapmakers' supplies are as follows:

Seventy-six per cent caustic soda, \$3.76 @ \$3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16@4.56 per cwt.; 58 per cent carbonate of soda, \$2.04@2.19 per cwt..

Clarified palm oil in casks of 2,000 lbs., 8@8½c lb.; olive oil foots, 9½@9½c lb.; East India Cochin coconut oil, 14c lb.; Cochin grade coconut oil, domestic, 11c lb.; Ceylon grade coconut oil, 10½@10½c pound.

Prime summer yellow cottonseed oil, 12½@12½c lb.; soya bean oil, 12½@12½c lb.; linseed oil, 94@97c gallon; crude corn oil in barrels, 12@12½c lb.; peanut oil in barrels, New York, deodorized, 16½@17c lb.; peanut oil in tanks, f. o. b. mills, 13c lb.

Extra tallow, 8½c lb.; dynamite glycerine, nominal, 16@16½c lb.; saponified glycerine, nominal, 11½@11½c lb.; crude soap glycerine, nominal, 11@11½c lb.; chemically pure glycerine, nominal, 16½@17c lb.; prime packers' grease, nominal, 7½@7½c lb.

## What Foreign Trade Has Done.

It is quickly apparent from the chart that years of heavy production and low prices have always been characterized by heavy exports, excepting during the war, when price was a secondary consideration.

The facts indicate that exports have served as a shock absorber rather than as an accelerator of price. Foreign trade has furnished a welcome price cushion during periods when the hog industry was faced with extremely heavy production, poor domestic demand, or a combination of both.

The peculiar characteristics of the export market referred to do not in any way controvert the fundamental facts that it should be regarded as an integral part of our outlet for pork products, and that its long-time effect on prices is in proportion to the volume it absorbs.

## VEGETABLE OILS WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trade Small—Undertone Firm—Cash Trade—Fairly Good—Crude Tight—Market Without Leadership.

The market for cottonseed oil futures on the New York Produce Exchange the past week again drifted into a rut, and with the volume of trade unimportant and no particular changes in the situation, it was difficult to judge the probable trend for the immediate future.

In most quarters it was felt that another few weeks of dullness would be experienced, and it was plainly evident that the market lacked leadership on either side. The past week has seen some let-up in the brisk cash demand that has been in evidence the first two weeks of this month, and has also brought a decidedly weaker tone to the lard market, but nevertheless there was no pressure on cottonseed oil, and while commission house liquidation was on for a time, partly from the south, fresh speculative and million buying of futures readily absorbed the offerings, and made for remarkable stubbornness toward declining prices.

### Sentiment Was Mixed.

Sentiment was naturally mixed, but the action of the market was against professional pressure, notwithstanding the

general situation prevailing, and although lard futures lost considerable of their premium over cotton oil, there was little or no spreading of consequence between the two commodities.

The outstanding feature in the oil market itself was the persistent tightness in the crude market. On declines southern offerings dried up immediately, and on small bulges only scanty quantities were obtainable. In the southeast and the valley the market ruled 9½@9¾c, while in Texas there were sales at 9¾@9½c for immediate shipment, with deferred shipment bringing some premium over the nearby.

In no quarter in the south was there any weakening on the part of crude holders, and local interests returning from a tour of the Valley and the Southeast, strongly intimated that one of the largest distributors of cotton oil products was quietly buying at favorable opportunities, under cover. The strength in the crude market gave color to the latter, and was partly responsible for an awaiting attitude in professional quarters.

The Government December consumption figures were due the latter part of this week, and partly accounted for the light interest in the market. These figures are expected to be rather depressing, in that the trade is looking for a fair movement of seed to the mills, and a consumption of refined oil of between 150,- and

160,000 bbls. against the corrected figures for December, 1922, of 194,000 bbls.

The usual demand for oil and compound, to replenish stocks allowed to run down at the close of the year for various reasons, has taken place the first half of this month, and it is estimated that between 125,- and 150,000 bbls. was sold by the leading factors the first two weeks. Demand this week has fallen off somewhat, and the larger interests reported that there was evidence of the demand having been satisfied for the time being, and that many of the holes had been filled up.

### Stocks Are Smaller Than Usual.

While the latter may be true, to some extent, it is only fair to assume that distributors' and consumers' stocks are smaller than usual, owing to the hand-to-mouth buying since the beginning of the season, and it would not be surprising to see further good buying with any inducement in the situation for the consumer to take hold. At the same time, the distribution to date has been disappointing compared with last year, and although present indications point to a January consumption of 200,000 bbls. or more, the month's trade would have to reach 234,000 bbls. to compare favorably with January last year.

There is no question but what the amount of oil available for this season will run very close to that of last year, while it is evident that the decreased consumption to date plainly means that consumption the balance of the season must be larger than last year if the carry-over at

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January 19, 1924.

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## INDUSTRIAL CHEMICAL COMPANY

200 FIFTH AVENUE

NEW YORK

the end of this season as to be as small as it was at the beginning.

A Washington statistician in an analysis issued this week indicated the prospects for about the same amount of oil as last year, and took a rather bullish stand on the situation, based partly on the prospects of decreased hog receipts.

As far as the situation is concerned, the hog run may experience the usual seasonal falling off following the end of this month, but this depends greatly on various other conditions. To begin with, a private estimate has been current indicating that the number of hogs in the country as of January 1st was only two per cent smaller than a year ago—a surprisingly small decrease when it is considered that hog marketings the past year have averaged from 15 to 25% heavier than during the previous season.

## Corn Also An Influence.

The corn level is also going to cut some figure, as a bull campaign has been on in corn, and should corn get above the hog price level, the market is apt to experience country merchandising in corn and hogs, rather than having the corn "walk off the farm" in the shape of hogs. The tremendous hog movement is keeping live-hog values rather low, while the corn situation has been such that speculative buying has lifted prices rather sharply since the beginning of the year.

## THE EDWARD FLASH CO.

29 BROADWAY, N. Y. CITY

## BROKERS EXCLUSIVELY

## VEGETABLE OILS

In Barrels or Tanks

## Hardened Edible Cocoanut Oil

## COTTON OIL FUTURES

On the New York Produce Exchange

Another extremely important factor is the European monetary situation. The weakness in exchange rates the past week has effectively shut off export trade in hog products, and not only has this been a feature in lard, but reports have been current that in some cases German interests had been asking lard shippers for an extension of time of payment, indicating one of two things—either an acute financial situation, or accumulation of lard stocks and inability to market arrivals.

Taking all of the above into consideration, and allowing for improvement in the European outlook, the fact still confronts the trade that from the supply and demand standpoint, the cotton oil situation at the moment, theoretically, is not a healthy one, as supplies are larger at this time than they were a year ago. There are those who, knowing this situation, are amazed at the way prices hold.

## Conditions Have Prevailed Before.

These conditions have prevailed before, in speculative markets, and prices have even been known to advance or decline when the general run appeared against, or on the other hand with, the market. The mid-month lard stock statement at Chicago showed a small increase, with the total light at 9,500,000 lbs. against 11,500,000 last year, and the trade is still talking accumulation of stocks, as they have for weeks.

COTTONSEED OIL—Market transactions:

Thursday, January 10, 1924.

—Range— —Closing—

Sales. High. Low. Bid. Asked.

Spot.	1140	a	1140	a	1150
Jan.	100	1155	1155	1145	a 1160
Feb.	900	1151	1147	1140	a 1150
Mar.	1400	1165	1158	1157	a 1159
Apr.	2300	1195	1188	1180	a 1186
May.	600	1203	1200	1199	a 1201
June.	1203	a	1203	a	1207

Total sales including switches, 6,100

Prime Crude S. E. 975 Sales.

Friday, January 11, 1924.

—Range— —Closing—

Sales. High. Low. Bid. Asked.

Spot.	300	1155	1155	1140	a 1170
Jan.	3200	1155	1147	1145	a 1148
Feb.	100	1163	1163	1162	a 1165
Mar.	2500	1180	1175	1175	a 1176
April.	2700	1194	1193	1194	a 1195
May.	2700	1194	1193	1194	a 1205

Total sales, including switches, 9,200  
Prime Crude S. E. 975 Sales.

Saturday, January 12, 1924.

—Range— —Closing—

Sales. High. Low. Bid. Asked.

Spot.	400	1140	1135	1125	a 1150
Jan.	3000	1175	1170	1170	a 1174
Feb.	100	1190	1190	1190	a 1193
Mar.	500	1180	1180	1178	a 1180
April.	500	1180	1180	1180	a 1190

Total sales, including switches, 3,500

Prime Crude S. E. 975 Noml.

Monday, January 14, 1924.

—Range— —Closing—

Sales. High. Low. Bid. Asked.

Spot.	6100	1135	1125	1124	a 1126
Jan.	3000	1168	1160	1160	a 1162
Feb.	5800	1162	1152	1160	a 1162
Mar.	1800	1177	1168	1176	a 1178
April.	1800	a	1800	a	1185

Total sales, including switches, 9,800

Prime Crude 975 Noml.

Tuesday, January 15, 1924.

—Range— —Closing—

Sales. High. Low. Bid. Asked.

Spot.	2200	1128	1121	1127	a 1129
Jan.	5800	1162	1152	1160	a 1162
Feb.	1800	1177	1168	1176	a 1178
March.	300	1184	1180	1179	a 1180

Total sales, including switches, 10,000

Prime Crude S. E. 962½-975.

Wednesday, January 16, 1924.

—Range— —Closing—

High. Low. Bid. Asked.

Spot.	700	1135	1131	1130	a 1133
Jan.	2800	1162	1160	1162	a 1163
Feb.	1300	1185	1185	1198	a 1198
March.	300	1184	1180	1179	a 1180

Total sales, including switches, 4,800

Prime Crude S. E. 932½-975.

Thursday, January 17, 1924.

—Range— —Closing—

High. Low. Bid. Asked.

Spot.	1140	1125	1126	1127	a 1127
Jan.	1170	1160	1166	1162	a 1162
Feb.	1188	1177	1177	1178	a 1178
March.	200	1180	1180	1180	a 1190

Total sales, 8,500.

SEE PAGE 39 FOR LATER MARKETS.

## COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, Jan. 1 to Jan. 16, 150 bbls.

## The Procter &amp; Gamble Co.

Refiners of all Grades of

## COTTONSEED OIL

Puritan, Winter Pressed Salad Oil  
Boreas, Prime Winter Yellow  
Venus, Prime Summer White  
Sterling, Prime Summer Yellow

Moonstar Cocoanut Oil

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## THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

## Provisions.

Hog products weak at close of the week due to continued large hog marketings and limited cash demand. Weakness in exchange works against export trade. Commission houses and smaller packers are sellers; larger packers are supporting the market.

## Cottonseed Oil.

Cottonseed oil dull and strong at close of week on commission house buying and short covering. Offers light and crude firm. Cash demand reported quiet. Southeast and Valley crude, 95@93/4c; Texas, 93/4c, sales.

Quotations on cottonseed oil at Friday noon were: Spot, \$11.10 b; \$11.50 ax; January, \$11.10@11.25; February, \$11.05@11.15; March, \$11.29@11.31; April, \$11.47@11.49; May, \$11.61@11.63; June, \$11.65@11.75; July, \$11.80@11.82; August, \$11.85@11.98.

## Tallow.

Extra tallow, 83/4c bid.

## Oleo Oil and Stearine.

Stearine, 10c asked.

## FRIDAY'S GENERAL MARKETS.

New York, January 18, 1924.—Spot lard at New York, prime western, \$12.85@12.95; middle western, \$12.70@12.80; city steam, \$12.621/2; refined, continent, \$13.75; South American, \$14.00; Brazil kegs, \$15.00; compound, \$13.25.

## Liverpool Provision Markets.

Liverpool, January 18, 1924.—(By Cable.) Quotations today: Shoulders square, 60s; shoulders, picnics, 57s; hams, long cut, 84s; hams, American cut, 90s; bacon, Cumberland cut, 65s; bacon, short backs, 71s; bacon, Wiltshire, 66s; bellies, clear 71s; Australian tallow, 45s 9d; spot lard, 82s; Jan. 76s.

## Hull Oil Market.

Hull, England, January 18, 1924.—(By Cable.)—Refined cottonseed oil, 46s; crude cottonseed oil, 43s 6d.

## ARGENTINE BEEF EXPORTS.

Cabled reports of Argentine exports of beef of the week up to January 18, 1924, show exports from that country were as follows: To England, 156,993 quarters; to the continent, 68,962 quarters; to other ports, none.

Exports for the previous week were as follows: England, 146,434 quarters, to the continent, 39,993 quarters; to other ports, none.

## SOUTHERN MARKETS.

## New Orleans.

(Special wire to The National Provisioner.)

New Orleans, La., Jan. 17, 1924.—Prime crude firm at 93/4c bid, 93/4c asked. Valley offerings light. Refined steady, demand increasing. Thirty-six per cent meal, \$41.90; 41 per cent meal, \$44.40; 43 per cent meal, \$47.00; sacked hulls, \$14.30; loose hulls, \$17.80, delivered New Orleans. Little more disposition on the part of buyers to cover requirements for the next few months.

## DALLAS.

(Special wire to The National Provisioner.)

Dallas, Tex., Jan. 17, 1924.—Cottonseed oil 93/4c bid, none offered. Cracked cake and meal very slow; exporters offering \$38.50. Slab cake, \$36.50 bid, \$37.00 asked; hulls, 83/4@93/4c on location; linters, first cut, 113/4c second, 53/4@6c; mill run, 63/4@83/4c, very weak. Very cold and markets all quiet.

## TRADE GLEANINGS.

The Wichita Falls Cotton Oil Co. plans to rebuild its burned plant in Charlie, Tex.

The Continental Cotton Oil Company's plant at Colorado, Tex., which recently burned, will be rebuilt.

It is reported that the Midland Packing Company plant at Sioux City, Iowa, is to be sold at auction.

The St. Louis Oil Mill Co. has been incorporated in St. Louis, Mo., by Eugene H. Angert, J. C. Jones, Jr., and others.

Extensive improvements have been made in the meat packing establishment of Edwin Reese & Sons at Beaver Brook, Pa.

The Texas Chemical Co., Houston, Tex., is reported to have acquired 60 acres in Baton Rouge, La., for the erection of a chemical plant.

The Cincinnati Provision Company, Inc., has been incorporated in Cincinnati, Ohio, with a capital stock of \$10,000 by Clara M. Walsh, Edward A. Schott and others.

Samuel A. Laux has been elected second vice-president of the Sullivan Packing Co., Detroit, Mich., to fill the vacancy caused by the death of Wm. F. Flanigan recently. Other officers were Frank J. Sullivan, president; Thos. E. Tower, first vice-president; Jules A. Martin, secretary-treasurer; Arthur Zengele, auditor.

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Jan. 12, 1924:

CATTLE.			
	Week ending Jan. 12	Prev. week.	Cor. week.
Chicago	35,800	41,316	35,380
Kansas City	30,215	25,764	27,492
Omaha	19,731	22,897	22,614
East St. Louis	14,288	12,742	12,756
St. Joseph	9,877	8,435	8,195
Sioux City	6,600	5,483	7,065
Cudahy	1,004	695	839
Fort Worth	7,191	6,897	—
Philadelphia	3,072	2,228	2,212
Indianapolis	3,017	2,599	2,090
Boston	1,695	1,863	1,361
New York & Jersey City	10,073	—	10,576
Oklahoma City	5,904	4,141	6,923

HOGS.			
	Week ending Jan. 12	Prev. week.	Cor. week.
Chicago	222,200	180,394	119,600
Kansas City	46,693	34,361	55,202
Omaha	72,682	55,500	70,215
East St. Louis	59,473	53,761	55,677
St. Joseph	35,144	31,761	31,488
Sioux City	37,100	28,344	32,113
Cudahy	21,991	18,015	22,483
Ottumwa	21,306	20,578	14,999
Fort Worth	10,628	6,742	8,700
Philadelphia	25,278	23,729	26,241
Indianapolis	40,916	31,330	40,393
Boston	30,520	19,885	23,690
New York & Jersey City	72,970	—	65,224
Oklahoma City	9,143	5,154	7,455

SHEEP.			
	Week ending Jan. 12	Prev. week.	Cor. week.
Chicago	6,448	54,020	56,000
Kansas City	17,740	17,691	29,619
Omaha	34,550	34,188	37,613
East St. Louis	7,872	6,362	5,279
St. Joseph	16,192	14,339	21,598
Sioux City	7,401	4,564	2,798
Cudahy	351	203	338
Fort Worth	1,223	208	—
Philadelphia	6,396	4,820	6,373
Indianapolis	1,014	1,405	702
Boston	6,257	4,237	6,998
New York & Jersey City	49,623	—	45,065
Oklahoma City	31	14	184

## LARD AND GREASE EXPORTS.

Exports of lard from New York, Jan. 1 to Jan. 16 were: 31,485,463 lbs.; tallow, 770,000 lbs.; greases, 5,803,600 lbs., and stearine, none.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Jan. 17, 1924 as follows:

## Fresh Beef—

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS:				
Choice	\$18.00@19.00	18.50@20.00	—	—
Good	16.00@18.00	15.50@17.50	15.00@16.50	—
Medium	13.00@15.00	13.50@14.00	13.00@14.50	14.00@14.50
Common	10.00@12.00	—	12.00@13.00	—
COWS:				
Good	11.50@12.50	10.00@10.50	11.00@12.00	12.00
Medium	9.50@11.50	10.00@10.50	10.00@11.00	10.00@11.00
Common	7.50@9.00	8.50@10.00	8.50@10.00	9.00@10.00
BULLS:				
Good	—	8.50@9.50	9.50@10.50	—
Medium	—	—	8.50@9.50	—
Common	8.75@9.00	—	—	—
Fresh Veal—				
Choice	17.00@18.00	—	21.00@22.00	—
Good	16.00@17.00	—	19.00@21.00	20.00@21.00
Medium	12.00@14.00	12.00@15.00	15.00@18.00	17.00@18.00
Common	9.00@11.00	10.00@12.00	11.00@13.00	12.00@15.00
Fresh Lamb and Mutton—				
LAMB:				
Choice	22.00@23.00	22.00@24.00	22.00@23.00	24.00@25.00
Good	20.00@21.00	21.00@22.00	20.00@22.00	22.00@24.00
Medium	18.00@20.00	20.00@21.00	19.00@20.00	21.00@22.00
Common	15.00@17.00	—	18.00@19.00	19.00@20.00
YEARLINGS:				
Good	—	—	19.00@21.00	18.00@20.00
Medium	—	—	—	—
Common	—	—	—	—
MUTTON:				
Good	14.00@15.00	14.00@16.00	15.00@17.00	16.00@17.00
Medium	12.00@13.00	12.00@13.00	14.00@15.00	14.00@15.00
Common	8.00@10.00	9.00@10.00	12.00@14.00	—
Fresh Pork Cuts—				
LOINS:				
8-10 lb. average	13.00@14.00	14.00@15.00	15.00@16.50	13.00@15.00
10-12 lb. average	12.50@13.00	14.00@15.00	14.00@15.50	13.00@14.00
12-14 lb. average	11.50@12.50	13.50@14.00	13.50@14.50	12.50@13.50
14-16 lb. average	11.00@11.50	13.00@13.50	13.00@13.50	12.50@13.00
16 lbs. over	10.00@11.00	11.00@13.00	12.00@12.50	—
SHOULDERS:				
Skinned	9.00@9.50	—	10.00@11.00	10.00@11.00
PICNICS:				
4-6 lb. average	9.00@9.50	10.00@11.00	10.00@11.00	9.00@10.00
6-8 lb. average	8.50@9.00	9.00@10.00	9.00@10.00	—
BUTTS:				
Boston style	10.50@11.50	—	13.00@15.00	10.00@13.00

\*Veal prices include "hides on" at Chicago and New York.

LIVE STOCK MARKETS

## CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)  
Chicago, January 17, 1924.

**CATTLE**—Better grades of beef steers and yearlings met a moderate decline early in the week when receipts were liberal, but this downturn was regained later, especially on offerings of value to sell at \$10.00 and above.

On the lower grades, which suffered more severely than the upper stratum, the early downturns were only reinstated in part and at the finish showed declines of 25c to 40c, with instances of more loss on meaty steers of value to sell a week earlier at \$8.25@\$8.75. Long yearlings topped for the week at \$11.75, best matured steers making \$11.40. A spread of \$6.00@\$10.00 absorbed most of the short-fed offerings.

Fat she stock, after selling off, regained most of the loss. Bulls, however, declined 25@40c, vealers dropped \$1.00 or more and stockers and feeders reflected considerable more activity and some price strength for the week. The scarcity of and activity for desirable fat yearlings and heavyweight steers continued to feature the trade.

Runs included a liberal sprinkling of matured steers averaging 1500 to 1600 lbs., most of which had had sufficient corn to realize \$10.00@\$11.00. Country demand for weighty feeders was more pronounced, some 1000-lb. offerings making \$8.00.

**HOGS**—In spite of persistently bearish tactics on the part of big killers, swine prices slowly trended to a mildly higher basis, net advances scored for the week totaling around 20@25c as compared with last Thursday. Although receipts around the market circle increased slightly, supplies here fell a trifle short of a week ago.

Part of this strengthening influence was offset by more moderate shipping orders in the last four days. Daily trade was ex-

tremely draggy toward the close, with operations extending into mid-afternoon. Best weighty butchers today topped at \$7.50 early.

**SHEEP**—Very little change took place in sheep and lamb values during the week. Moderate receipts just about offset the lower tendency on slaughter kinds resulting from lower prices for the dressed product on eastern and local markets.

Best fat lambs today at \$13.75 were in line with like kinds a week earlier, but on today's closing market some weakness was apparent and this weaker feeling extended also to fat sheep. Due to insistent demand throughout the entire week, feeding lamb values, although no higher, showed evidence of strength and closing prices were strongest.

## KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)  
Kansas City, Mo., Jan. 17, 1924.

**CATTLE**—Lower prices prevailed on practically all classes of fat steers the first two days of the week, but on closing sessions trade was stimulated and the early loss was regained in most cases, although desirable light and handy weight kinds closed strong to 25c higher than a week earlier. Choice yearlings, averaging

around 900 lbs. topped the week's trade at \$11.50.

Several loads of handyweights cashed from \$9.50@10.00 and best weighty beeves landed at \$9.50. Short feds were in the majority all week selling largely from \$8.00@9.25. Considerable unevenness featured fat she stock and closing price levels are steady to 15c higher than a week previous.

Plainer grades received the full upturn. No material change was scored in bull prices and best veals held steady. Plain vealers and weighty calves are \$9.75@1.00 off, however.

**HOGS**—With slightly decreased supplies, hog prices are 20@30c higher, than last Thursday with most of the advance on lighter weights. The loss sustained early in the week was more than recovered later. Best butchers today landed at \$7.25, the week's top.

There has been very little shipping demand for butchers, but a liberal supply of light weights and fat pigs continue to go out. Packing sows at \$6.60@6.75 are 15@25c above a week ago.

**SHEEP**—Local receipts of sheep and lambs continue much smaller than for like period last year and current supplies are hardly large enough to supply the demand. Most of the offerings have been Colorado fed offerings, only a sprinkling of natives being included. Prices on fat lambs are steady to 10c higher with top

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, January 17, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
<b>Hogs (Soft or oily hogs and roasting pigs excluded):</b>					
TOP	\$ 7.50	\$ 7.25	\$ 7.15	\$ 7.55	\$ 7.00
BULK OF SALES	7.10@ 7.45	6.95@ 7.25	6.85@ 7.10	7.25@ 7.50	6.90@ 7.00
Hvy. wt. (250-350 lbs.), med-ch.	7.30@ 7.45	7.10@ 7.25	7.00@ 7.10	7.30@ 7.55	6.90@ 7.00
Med. wt. (200-250 lbs.), med-ch.	7.25@ 7.40	7.00@ 7.25	6.90@ 7.10	7.25@ 7.50	6.75@ 7.00
Lt. wt. (180-200 lbs.), com-ch.	6.95@ 7.35	6.50@ 7.15	6.50@ 7.05	6.90@ 7.50	6.25@ 6.90
Lt. lt. (130-160 lbs.), com-ch.	6.50@ 7.20	6.20@ 6.85	5.75@ 6.85	6.40@ 7.35	6.10@ 6.50
Packing hogs, smooth	6.85@ 7.00	6.60@ 6.75	6.70@ 6.85	6.25@ 6.50	6.00@ 6.15
Packing hogs, rough	6.65@ 6.85	6.40@ 6.60	6.50@ 6.70	6.00@ 6.25	5.75@ 6.25
Slight. pgs. (180 lbs. down), med. ch.	5.50@ 6.75	5.40@ 6.40	5.40@ 6.40	6.25@ 7.00	4.00@ 6.00
Av. cost and wt. Wed. (pigs excluded)	7.22-225 lb.	6.96-223 lb.	6.88-238 lb.	7.18-216 lb.	
<b>Slaughter Cattle and Calves:</b>					
<b>STEERS (1,100 LBS. UP):</b>					
Choice and prime	11.00@12.50	10.50@12.00	10.75@12.00	11.00@12.25	10.25@11.75
Good	9.85@11.25	8.75@10.75	9.60@11.00	10.00@11.00	9.00@10.25
Medium	8.00@10.25	7.00@ 9.00	7.75@ 9.75	7.50@10.00	7.00@ 9.00
Common	6.40@ 8.25	5.00@ 7.25	5.75@ 7.75	6.25@ 7.50	5.00@ 7.00
<b>STEERS (1,100 LBS. DOWN):</b>					
Choice and prime	11.25@12.50	10.75@12.00	11.00@12.00	11.25@12.25	10.25@11.75
Good	10.25@11.25	9.25@10.75	9.75@11.00	10.25@11.25	9.00@10.25
Medium	8.25@10.25	7.25@ 9.25	7.75@ 9.75	7.25@10.25	6.00@ 9.00
Common	5.80@ 8.25	5.00@ 7.25	5.50@ 7.75	5.25@ 7.50	5.00@ 7.00
Canner and cutter	3.50@ 5.60	3.00@ 5.00	3.00@ 5.50	3.00@ 5.25	2.50@ 4.50
<b>LT. YRNG. STEERS AND HEIFERS:</b>					
Good to prime (800 lbs. down)	10.00@12.25	8.25@11.50	8.75@11.00	9.00@11.50	8.50@11.25
<b>HEIFERS:</b>					
Good-choice (850 lbs. up)	7.65@11.00	6.25@ 9.75	7.15@10.00	7.00@ 9.00	6.50@10.00
Common-med. (all weights)	4.75@ 7.65	3.50@ 6.25	4.35@ 7.15	3.50@ 7.00	4.00@ 6.50
<b>COWS:</b>					
Good and choice	5.50@ 7.85	4.50@ 7.25	5.00@ 6.75	5.50@ 7.00	5.00@ 7.25
Common and medium	3.50@ 5.50	3.50@ 4.50	3.75@ 5.00	4.00@ 5.50	3.25@ 5.00
Canner and cutter	2.50@ 3.50	2.00@ 3.50	2.00@ 3.75	2.25@ 3.75	2.25@ 3.25
<b>BULLS:</b>					
Good-ch. (beef yrigs. excluded)	5.00@ 6.75	4.75@ 6.00	4.75@ 5.65	5.00@ 6.50	4.75@ 5.50
Can-med. (canner and bologna)	3.75@ 5.00	2.75@ 4.75	3.50@ 4.75	2.75@ 4.75	3.00@ 4.75
<b>CALVES:</b>					
Med.-ch. (180 lbs. down)	8.50@11.50	7.00@11.25	7.50@10.00	8.00@11.75	5.00@ 9.00
Cull-com. (190 lbs. down)	5.00@ 8.25	3.00@ 7.00	4.00@ 7.50	3.00@ 7.00	3.50@ 5.50
Med.-ch. (190-260 lbs.)	5.75@11.25	5.25@10.50	5.50@ 9.50	6.00@ 9.50	4.25@ 7.75
Med.-ch. (260 lbs. up)	5.00@ 8.75	5.00@ 7.25	4.75@ 6.75	4.50@ 7.00	4.00@ 6.50
Cull-com. (190 lbs. up)	3.50@ 8.00	3.00@ 5.00	3.00@ 6.00	2.50@ 4.00	2.50@ 4.00
<b>Slaughter Sheep and Lambs:</b>					
Lambs, med-pr. (84 lbs. down)	11.75@13.75	11.00@13.25	11.15@12.90	11.75@13.75	11.25@13.15
Lambs, cull-com. (all weights)	9.50@11.75	8.25@11.00	8.50@11.15	8.50@11.75	9.00@11.25
Yearling wethers, med-prime	9.00@12.00	8.75@11.25	8.50@11.25	9.00@11.50	8.25@11.50
Wethers, med-pr. (2 yrs. old and over)	6.00@10.00	6.00@ 9.25	6.00@ 8.75	5.75@ 9.25	5.50@ 9.50
Ewes, common to choice	5.00@ 8.25	4.75@ 8.25	4.50@ 7.75	5.00@ 7.75	4.50@ 7.75
Ewes, canner and cull	1.75@ 5.00	1.50@ 4.75	1.50@ 4.50	1.50@ 5.00	2.00@ 4.50

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at \$13.35 and bulk from \$12.80-13.20. Aged sheep held fully steady with barely enough here to test values. Best ewes landed at \$8.00 with others from \$7.25 to \$7.90 mostly.

### ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Jan. 17, 1924.

**CATTLE**—During the current week beef steer values were unusually sensitive to receipts. On Monday steer values worked higher, while on Tuesday they dropped, Wednesday and Thursday experiencing an upward reaction sufficient to place fat steers 25@40c higher than a week ago. Heifers sold steady; stock steers 15@25c higher; beef cows, canners and cutters 25@40c higher; bulls 25c lower, and light vealers \$1.00@\$1.50 lower.

Best long yearlings reached \$10.60; matured steers, \$10.00; bulls for week; steers, \$6.75@\$9.00; best yearlings and heifers, \$7.00@\$8.50; fat cows, \$4.25@\$5.50; canners, \$2.25@\$2.75; bologna bulls, \$4.25@\$4.75.

**HOGS**—Heavy receipts depressed the hog market early in the week but it quickly recovered as runs dropped off. Values today were mostly 25c higher on butchers hogs and steady to 25c higher on light weights and pigs than a week ago. First four days brought around 90,000 head, an increase of 5,000 over last week. Killing quality was unusually good.

There was a persistent call for quality offerings averaging 160 lbs. and above but demand for lighter stock lacked stability. Top reached \$7.60 today with bulk of good hogs in a narrow range of \$7.40-7.55; light lights mostly \$6.75-7.35 strong weight pigs \$6.25-6.75; 110 pounds down \$5.50-6.00; packing sows \$6.35-6.50.

**SHEEP**—Light receipts were about evenly divided between fed westerns and native lambs for which the market, under a good demand, worked 50c higher. A few of the best fat lambs brought \$13.60; bulk westerns \$13.25-13.50; natives \$13.00; culls \$9.00-9.50; clipped lambs \$11.00. Good ewes scarce, best available selling unchanged at \$7.25 and \$7.50 with choice kinds quotably higher.

### OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Jan. 18, 1924.

**CATTLE**—Heavy receipts both locally and elsewhere early in the week proved to be in excess of immediate demand and prices locally ruled unevenly lower on fed steers, yearlings and she stock. As the week progressed, however, moderate receipts and good demand resulted in price improvement.

Compared with a week ago fed steers and yearlings are now selling 10-15c higher; she stock steady to strong; bulls steady and vealers 25c lower. Little change was noted in the killing quality of fed steers and yearlings, bulk of offerings comprising short fed and warmed up descriptions. Receipts included a light sprinkling of weighty bullocks that sold at \$8.75@\$2.25 and a two load lot averaging

1,354 lbs. cashed at \$9.90, the top for the week.

Handy weight steers sold mostly at \$8.00-9.00 with a few loads up to \$9.15 and above. Yearlings were most numerous at \$7.85-9.00, few exceeding the latter figure.

Quality of she stock continued rather plain, few fat cows selling above \$6.00 or few heifers exceeding \$7.50. Vealers closed with \$9.50 the practical top, although a few reached \$10.00.

**HOGS**—The quality and finish of the local hog supply has shown marked improvement and a seasonable majority of good and choice medium and strong weight butchers have arrived.

A broad local packer outlet has prevailed throughout the week. Shipping inquiry however, was somewhat restricted. Compared with a week ago hog values are 15-25c higher. Bulk of sales today range at \$6.90-7.10; top \$7.15; packing sows cleared at \$6.60-6.75; stags \$5.00-5.50.

**SHEEP**—Broad demand from local packers together with a fairly liberal outlet on shipping account featured the fat lamb trade this week and held prices nearly steady despite comparatively liberal receipts. Today's values on killing classes ruled weak to 10-15c lower than last Thursday, practically all the downturn arriving today. Top for the week on woolled lambs was \$13.10 and on clipped lambs \$10.90. Best light ewes reached \$8.00.

### ST. JOSEPH.

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., Jan. 15, 1924.

**CATTLE**—Cattle receipts were liberal for the first two days this week, numbering around 9,500 head. Supplies were too heavy for the good of the market and values on all killing classes are around 25c lower than last week's close.

Best steers sold \$9.50@\$9.85, with bulk of all sales \$8.00@\$9.00. A few head of choice steers sold at \$10.25. Mixed yearlings were fairly plentiful, but quality was only fair. Sales ranged mostly \$7.00@\$8.00, with small lots up to \$9.00.

Choice cows sold up to \$7.00, with most fair to good killers \$4.50@\$6.25. Canners and cutters sold \$2.25@\$3.50. Heifers ranged from \$4.50@\$8.50. Bulls held steady, sales ranging mostly \$3.75@\$5.25, with a few up to \$6.25.

Calves held steady, the top holding at \$11.00. The market for stocker and feeder cattle shows little change.

Feeders sold up to \$7.65 and best stockers reached \$7.10. Stock cows and heifers were scarce. Cows sold \$2.25@\$3.25 and heifers \$3.50@\$4.50.

**HOGS**—Hog receipts totaled around 20,500 for two days and all western markets were liberally supplied. There were declines each day, the market showing a loss of around 25c compared with last Saturday. Tuesday's top was \$7.10 and bulk of sales \$6.70@\$7.00. These figures compare with a top of \$7.25 and bulk of \$7.00@\$7.25 Saturday.

**SHEEP**—There was a liberal run of sheep for the period, around 12,500 being offered the trade. Though supplies were heavy here, other markets had moderate

runs, and values held a steady basis. Bulk of offerings were lambs.

Shipments came from Nebraska, Colorado, Utah and local territory. Bulk of lambs sold at \$13.00 with tops at \$13.15. Ewes sold \$7.25@\$7.90 and wethers brought \$8.50@\$8.75.

### SOUTH ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Dept. of Agriculture.)

South St. Paul, Minn., Jan. 16, 1924.

**CATTLE**—Wednesday's session in the cattle market was quoted nominally steady, this being the first of its kind in nearly a week, and proving the wind-up of a 25@50c decline on practically all classes.

Adverse influences which affected the market were the pressure of too many unfinished steers and yearlings, many of which were of little more than feeder flesh, which are being forced into packer channels through lack of country demand, as well as sharply lower markets reported at Chicago and other outside points.

Killing quality continues relatively plain, consequently the few better grade offerings of both fat steers, yearlings and she stock show the least effects of buyer's pressure. Bologna bulls held up well until Tuesday, when the market broke 25c. Canners and cutters are on an unchanged basis compared with a week ago.

**HOGS**—The hog market has shown no decided change in tone during the past week, today's market averaging 15@20c higher than last Wednesday's. Receipts are falling off considerably, but 74,000 being the total for the first three days, compared with over 94,000 for the same period last week.

Prices advanced around 10c today, bulk of butcher and bacon hogs cashing at \$6.80@\$6.90, with a few loads of strictly choice heavy butchers at the top price, \$7.00. Packing sows turned at \$6.00@\$6.25, and strongweight killer pigs at \$6.25@\$6.50 mostly.

**SHEEP**—Sheep and lambs are practically steady with a week ago, native lambs cashing at \$12.50@\$12.75; culls, \$9.00@\$9.50, and heavy lambs, \$10.00@\$11.50.

Fed westerns, which composed the bulk of receipts today, turned at \$13.15, with a few yearling wethers at \$11.50. Fed ewes are most common at \$7.50.

### LOUISVILLE.

(Special Letter to The National Provisioner.)

Louisville, Ky., Jan. 16, 1924.

**CATTLE**—Cattle supply showed a big improvement so far this week over the previous days last week, resulting in a slow and weaker trade on most classes. The choice light butchers sold barely steady, others 25c off. The heavy steer trade was mean and demand rather limited, values 25@50c lower, top load brought \$8.25.

The trade in best stockers and feeders was around steady, but other classes proved slow and unevenly lower. Bulls continue steady, tops \$5.50@\$6.00.

Quotations: Prime heavy steers, \$8.00@\$8.75; heavy shipping steers, \$6.50@\$7.00.

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\$8.00; fat heifers, \$5.00@\$8.50; fat cows, \$4.00@\$6.00; common to good cows, \$2.75 @\$4.00; cannery, \$2.00@\$2.25; bulls, \$3.00 @\$6.00.

**HOGS**—Values have held steady after a decline of 15c on most grades opening day of the week. The supply has been moderate, although improved over last week. The local call continues brisk and a good clearance has been made daily. The outlook is for a stronger market the balance of the week. Top hogs, 165 lbs. up, \$7.50; 120 lbs. to 165 lbs., \$6.85; pigs, 120 lbs. down, \$5.65; throwouts, \$5.75 down; stags, \$4.25 down.

**CALVES**—Market declined \$1.50 so far this week; best veals down to \$10.50.

### PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Jan. 12 are reported to The National Provisioner as follows:

#### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,113	24,600	17,524
Swift & Co.	7,776	24,300	27,046
Morris & Co.	7,447	26,400	11,590
Wilson & Co.	6,904	22,000	9,289
Anglo-Amer. Prov. Co.	1,544	10,900	—
G. H. Hammond Co.	3,903	13,100	—
Lilly McNeil & Libby	1,533	—	—
Brennan Packing Co.	7,500	hogs; Miller & Hart.	—
8,100 hogs; Independent Packing Co.	4,700	hogs; Boyd, Lunham & Co.	12,000 hogs; Western Packing & Provision Co.
21,800 hogs; Roberts & Oake.	9,500	hogs; others, 33,700 hogs.	—

#### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,772	1,718	10,841	2,723
Cudahy Pkg. Co.	4,081	1,952	7,258	3,327
Fowler Pkg. Co.	1,247	—	—	—
Morris & Co.	3,332	1,826	6,306	1,480
Swift & Co.	2,244	—	11,846	5,538
Wilson & Co.	4,660	—	8,013	3,651
Cochrane Pkg. Co.	141	—	340	81
Local Butchers	701	168	2,089	—

Total 21,955 8,131 46,603 16,740

#### OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour & Co.	4,648	17,367	11,780
Cudahy Pkg. Co.	4,699	18,848	12,062
Dold Pkg. Co.	1,334	11,929	—
Morris & Co.	3,696	9,623	4,501
Swift & Co.	6,031	16,205	14,316
M. Glassberg	5	—	—
Higgins Pkg. Co.	—	—	—
Hoffman Pkg. Co.	61	—	—
Mayenwisch & Vall	91	—	—
Mid-West Pkg. Co.	51	—	—
P. O'Donnell	2	—	—
Omaha Pkg. Co.	65	—	—
John Roth & Sons	82	—	—
So. Omaha Pkg. Co.	110	—	—
Lincoln Pkg. Co.	355	—	—
Nagle Pkg. Co.	129	—	—
Sinclair Pkg. Co.	—	—	—
Wilson Pkg. Co.	93	—	—
J. W. Murphy	4,133	—	—
Swartz & Co.	834	—	—
Geo. Hess & Co.	840	—	—
Others	4,659	—	—

Total 21,452 84,438 42,659

#### ST. LOUIS.

	Cattle and calves.	Hogs.	Sheep.
Armour & Co.	2,785	8,354	1,961
Swift & Co.	2,848	11,348	3,169
Morris & Co.	1,751	8,062	1,203
St. Louis Dressed Beef	1,110	—	—
Independent Pkg. Co.	1,050	3,744	69
East Side Pkg. Co.	962	2,980	302
Hill Pkg. Co.	33	3,397	—
American Pkg. Co.	137	1,110	16
Krey Pkg. Co.	100	1,301	—
Sartorius	11	804	—
Scicoff Pkg. Co.	234	1,178	—
Butchers	9,845	52,215	1,254

Total 20,375 94,403 7,965

#### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,588	766	17,174	10,573
Hammond Pkg. Co.	2,668	442	9,364	3,892
Morris & Co.	1,984	341	8,927	1,727
Others	3,377	704	10,950	2,495

Total 11,615 2,253 46,424 18,687

#### SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy & Co.	2,728	225	21,573	3,824
Armour & Co.	2,782	154	21,371	3,656
Swift & Co.	1,063	100	884	—
Sacks Pkg. Co.	19	50	—	—
Smith Bros. Pkg. Co.	51	12	—	—
Local Butchers	100	59	—	—
Eastern packers	213	—	36,034	2,171

Total 7,065 520 79,862 9,651

#### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,747	1,089	4,574	17
Wilson & Co.	1,767	1,197	3,831	14
Others	94	10	738	—

Total 3,608 2,206 9,143 31

#### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,191	1,105	9,870	390
Dold Pkg. Co.	234	44	7,006	11
Local butchers	196	—	—	—

Total 1,621 1,140 17,476 401

### THE NATIONAL PROVISIONER

#### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,174	9,671	14,099	164
Swift & Co., Harrison	16	—	—	—
United Dressed Beef Co.	33	—	1,788	—
Layout Co.	42	—	174	—
R. Gunz	124	36	21	19
F. C. Gross & Co.	244	325	364	21
Butchers	149	125	70	66
Traders	—	—	—	—

Total 1,782 10,157 16,916 270

#### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	474	200	3,023	1
Armour & Co.	408	79	3,804	1,488
Binney-Murphy	172	—	592	—
Miscellaneous	514	52	793	—

Total 1,620 331 8,212 1,489

#### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,740	4,303	42,268	1,374
Hertz & Rifkin	302	89	—	—
Katz Packing Co.	1,048	70	—	—
Swift & Co.	4,162	6,573	59,402	2,677
Others	950	622	30,782	—

Total 9,202 11,637 132,452 4,051

#### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	2,028	3,762	33,535	406
Kingan & Co.	2,388	576	28,857	1,140
Moore & Co.	—	—	3,288	—
Ind. Abat. Co.	1,446	90	1,387	325
Halgren Bros.	155	17	4,969	24
Belmont Bros.	278	12	—	17
Bell Pkg. Co.	114	—	864	—
Schussler Pkg. Co.	93	24	316	—
Meier Pkg. Co.	90	—	501	—
Ind. Pkg. Co.	—	—	5	22
Wahrheit Pkg. Co.	46	62	5	22
Riverview Pkg. Co.	—	—	204	—
Miscellaneous	350	62	206	20

Total 6,048 4,005 75,506 1,954

#### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn & Son	784	68	3,815	243
Kroger Groc. & Bank Co.	712	20	2,065	—
C. A. Freund	103	52	334	—
Gu Juengeling	221	99	—	—
Schroth Pkg. Co.	15	—	3,541	—
H. H. Meyer Pkg. Co.	69	—	3,496	—
J. Hilberg & Son	208	—	—	—
Wm. G. Rehn & Son	223	37	—	—
Peoples Pkg. House Co.	169	127	—	—
J. Bauer & Son	114	—	—	—
A. Sander Pkg. Co.	—	—	2,293	—
J. Vogel & Son	—	—	1,755	—
Lohrey Pkg. Co.	—	—	379	—
Ideal Pkg. Co.	—	—	1,051	—
Sam Gall	—	—	209	—
J. Schlaechter & Son	—	—	97	—
F. Blackburn & Son	—	—	29	—
J. Stegner	34	—	15	44
Erhardt & Son	—	—	—	44
J. Hoffman Sons Co.	—	—	762	—

Total 2,783 403 18,776 745

#### RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending Jan. 12, 1924, with comparisons:

#### Cattle.

	Jan. 12	week	1923
Chicago	35,800	30,522	35,580
Kansas City	21,955	20,074	21,113
Omaha	2		

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

### Chicago.

**PACKER HIDES**—Several local small packers moved January all weight native hides at 11c and brands 9c, steady with previous business, leaving only one lot unsold here. Nothing happened in packer stock. The market is well sold out except on native cows, stocks of which date back in heavies and to January 1 on lights. Native steers quoted 14½c; Texas and butts 13c; Colorado 12c; branded cows 9c; all paid; heavy cows 12½c asked; lights 11-11½c; outside talked but material available at inside with a bid native bulls 9-9½c; branded 7½-8c for points. 2,500 Jan. city slaughter butts sold 12½c; Colorado 11½c; 750 Savanillas drys sold 17c; 2,000 interior Columbias 19c; 4,000 Swift LaPlatas steers sold 15½c; 8,000 Sanninen lights 14 11/16c; 4,000 Swift Montevideos 16½c; 4,000 Armour LaPlatas cows 12½c; 2,000 Santa Fe campos, 40% steers, 10½c. 10,000 B. nonatos sold 29-29½c from spot; car Tenn kips sold 12c; Frig. stock less than 20,000 hides. Denial is heard from accused seller on 12,000 calf at 18½c noted above.

**COUNTRY HIDES**—Slightly easier tendency continues manifest in country descriptions. A better demand is also noted at the lower levels. Western tanners report securing grub free buffs at 8½c and similarly described extremes at 10½c. Four cars were specifically reported sold late yesterday and today. Other sales involved slightly grubby extremes at 10½c here. A local seller was offering grub free buffs at 8½c but it is not known definitely whether this lot moved or not, but generally supposed it did. Outside lots of extremes sold at 10c in connection with buff and heavy cow weights at 8c delivered Chicago basis. Outside lots of all weight hides are still freely offered as currently received at 8½c and sold as noted yesterday at 8½-8¾c range. Business as high as 8½-9c is reported for particularly light average lots, the outside for Twin Cities descriptions. As a rule current receipt country all weights are mainly long haired and run close to half grubby, so closely has the country lots been picked up. Offerings from the outside sections are more numerous because of increased country killing. Heavy steers are quoted entirely nominal at 10-11c; heavy cows and buffs at 8½-9c for descriptions with inside more favored as the market for current receipts; extremes 10-10½c as to qualities involved and the outside considered representative of the market today. Branded country hides are listed at 7-7½c flat and country packer brands at 8½-9c paid today for descriptions; bulls 7-7½c; inside paid for local stuff the present week; country packer bulls 8-8½c; glue hides 4-5c.

**CALF AND KIP**—Further business is noted in local first salted city calfskins at 18½c, a steady level with prior movement and involving two cars or 12,000 skins. Collectors are fairly well sold out and are not inclined to price further lots of material. They expect to get more money on next operation but for the present decline to quote. Packers are likewise bashful about naming figures as they feel their best interests are in following a waiting policy. Last sales were at 18½c for December. Students of the situation feel that sellers will likely ask 20c but think some difficulty will be experienced in obtaining such a level. A car of outside packer and city calfskins sold at 18½c f.o.b. St. Louis with kip in connection at 17c by one of the big four. A car of Wiscons first salted city skins sold at 17½c and Detroit cities lately sold at 18½c with rumored business at 18½c still unconfirmed. Resalted lots of mixed quality skins quoted at 15-17c as to descriptions. As noted yesterday city deacons made \$1.60 for one small car. A big four killer moved January production of slunks, estimated at a few thousand at \$1.60. Country deacons quoted \$1.15-1.25 nominal; Kipskins are quiet and in small supply. Moderate demand is noted. Packer skins quoted 17c paid as noted above cities 18c lately realized. Outside descriptions quoted at \$1.15c as to varieties.

**MISCELLANEOUS MARKETS**—Dry hides are sentimentally stronger by reason of the advance in foreign goods and strength in foreign and domestic wet salted sole leather hides. All weight western butcher and fallen hides flat for trim quoted nominal at 16½-17c. Horse hides are steady to strong in tone at \$4.25-4.75 range for good mixed to choice renderers. Packer pelts are still scarce. Rumors are current of movement in late January skins at \$3.00; recent business ranged at \$2.50-2.75. Shearlings are scarce and quoted \$1.10-1.15; outside asked. Dry pelts are well absorbed at 25-29c; some lots still held at 30c. Pickled skins \$7.00-9.50 doz.

### New York.

**PACKER HIDES**—The city slaughter situation is quiet but firm with stocks well depleted and strong prices talked on further business. Natives are valued at 14c. Butts sold as noted earlier at 12½c and Colorados 11½c for another half cent advance and bringing the spread between eastern and western brands to half a cent where formerly a cent was the rule. Cows range at 10½-11c; outside for straight heads. Culls 9c paid.

**SMALL PACKER HIDES**—A strong undertone continues noted in eastern material with dealers unwilling to better 10c for all weight current slaughter cows.

## Stocks and Distribution of Hides and Skins

Stocks of hides and skins on November 30, based on reports received from 4,659 manufacturers and dealers, are reported by the U. S. Department of Commerce in the following table.

### COMPARATIVE SUMMARY—STOCKS OF PRINCIPAL KINDS OF RAW HIDES AND SKINS.

Kind.	Stocks on hand and in transit—	Stocks disposed of
Cattle, total, hides	5,228,246	6,163,387
Domestic, packer, hides	3,134,410	3,267,334
Domestic, other than packer, hides	1,348,036	1,421,376
Foreign (not including foreign-tanned), hides	745,800	869,994
Buffalo, hides	91,042	109,778
Cattle and kip, foreign-tanned, hides and skins	20,325	22,756
Calf and kip, skins	3,143,081	8,118,845
Horse, colt, ass, and mule:		
Hides, hides	95,279	85,770
Fronts, whole fronts	75,941	85,770
Butts, whole butts	145,835	135,742
Shanks, shanks	13,650	21,562
Goat and kid, skins	9,921,371	10,889,491
Catervel, skins	706,089	683,213
Sheep and lamb, skins	7,836,336	8,698,601
Skivers and fleshers, dovers	132,213	137,504
Kangaroo and wallaby, skins	452,700	409,160
Deer and elk, skins	286,277	319,317
Pig and hog, skins	74,918	57,860
Pig and hog stripes, pounds	949,484	1,009,881
		821,127
		98,648

Sales noted at that figure. Most producers talk at least 10½c. Steers sold on a basis of 12½c for heavies with some lots held at least half a cent higher. All weights quoted 11½-12c. Bulls 8½c paid. Pacific coast January steers advanced to 10c and cows moved up to an 8c level, both being half to three quarters advance for similar salting material sold earlier. Canadian packer hides are held very firmly for full figures.

**COUNTRY HIDES**—Not much action is reported. A car of N. Y. state all weight hides, light average sold at 8c flat. Some Penn extremes recently sold at 11c; Midwest light hides of average description are quoted 10½c and up to 11c still asked for top lots. Western lights quoted 10-10½c; Southern material ranges at 9-9½c for lights and 10-10½c for 15 lbs. up. Buff weights are selling generally at 2c discount. Trade is slow however.

**CALFSKINS**—N. Y. skins are scarce and quoted at a variety of prices. The market for business is declared to be \$1.75-2.15-2.85 with recent sales of lights and heavies at those rates. Outside cities sold at \$1.60-2.00-2.75. European skins are very strong and not coming this way. Swedish skins 26½-28½c with lights selling at 27c. Dry Norwegians held 66½c 5,000 B. A. nonatos sold for February shipment at 26½c; others 1-1½ kilos sold 25½c for early shipment. B. A. wet nonatos 3 kilos held at 26c. N. Y. kip-skins lately sold at \$3.20-4.25; now held higher; outside heavies sold \$4.00.

### CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner, from J. F. Nicolas.)

Chicago, Jan. 19, 1924.—Quotations on hides at Chicago for the week ending Jan. 19, 1924, with comparisons, are as follows:

#### PACKER HIDES.

Week ending Jan. 19, '24.	Week ending Jan. 12, '24.	Corresponding week, 1923.
Spread native steers	16½@17c	18½@17c
Heavy native steers	14 @14½c	14 @14½c
Heavy Texas steers	13c	12½c
Heavy butt branded steers	13c	12½c
Heavy Colorado steers	12c	11½c
Ex-Light Texas steers	9c	8½c
Branded cows	9c	8½c
Heavy native cows	12½c	12½c @17½c
Light native cows	11c	11c
Native bulls, 9	9 ½ 9½c	9 ½ 9½c
Branded bulls	8 ½ 8½c	7½ 8c
Calfskins	18 @19c	18 @19c
Kip	15 @16c	15 @16c
Slunks, regular	\$1.40 @1.45	\$1.40 @1.50
Slunks, hairless	30 @60c	35 @70c
Light, Native, Butts, Colorado and Texas steers per lb. less than heavies.		

#### CITY AND SMALL PACKERS.

Week ending Jan. 19, '24.	Week ending Jan. 12, '24.	Corresponding week, 1923.
Natives all weights	10½@11c	10½@11c
Bulls, native	8 @ 8½c	8 @ 8½c
Branded	7 @ 7½c	7 @ 7½c
Calfskins	18 @19c	18 @19c
Kip	15 @16c	15 @16c
Light calf	\$1.40 @1.50	\$1.40 @1.50
Slunks, regular	\$1.25 @1.30	\$1.25 @1.30
Slunks, hairless	25 @50c	25 @50c

#### COUNTRY HIDES.

Week ending Jan. 19, '24.	Week ending Jan. 12, '24.	Corresponding week, 1923.
Heavy steers	9½@10c	9½@10c
Heavy cows	8½@8½c	8½@8½c
Branded	8 @ 8½c	8 @ 8½c
Extremes	10½@11c	10½@11c
Bulls	7 @ 7½c	7 @ 7½c
Branded	7 @ 7½c	7 @ 7½c
Calfskins	13 @14c	13 @14c
Kip	12 @13c	12 @13c
Light calf	\$1.30 @1.40	\$1.30 @1.40
Deacons	\$1.10 @1.20	\$1.10 @1.20
Slunks, regular	\$0.75 @1.00	\$0.75 @1.00
Slunks, hairless	25 @30c	25 @30c
Horsehides	\$4.00 @5.00	\$4.00 @5.00
Hogskins	25 @30c	25 @30c

#### SHEEPSKINS.

Week ending Jan. 19, '24.	Week ending Jan. 12, '24.	Corresponding week, 1923.
Large packers	\$3.00 @3.15	\$2.75 @3.00
Small packers	\$2.75 @3.00	\$2.60 @2.75
Packers, shearlings		
Deacons		
Slunks, hairless		
Horsehides		
Hogskins		

## ICE AND REFRIGERATION

### ICE NOTES.

The Michigan Ice Products Co., Detroit, Mich., plans to erect a chain of 15 ice and cold storage plants in that state.

Muskegon, Mich., is considering the erection of a cold storage plant.

The National Ice and Cold Storage Company is spending \$30,000 to enlarge its plant at Riverside, Calif.

A \$20,000 ice storage house is to be erected in Long Beach, Calif., by the Peoples Ice & Cold Storage Co.

An ice and cold storage plant has been erected at Milton, Ore.

The Temple Ice & Refrigerating Co., Terrell, Tex., plans to build an ice storage house costing around \$10,000.

A refrigerator and storage plant was recently completed in Westmorland, Calif., by F. B. McCarthy.

The 1924 convention of the National Association of Practical Refrigerating Engineers will be held at New Orleans, La. This was decided at the Memphis convention, recently closed.

A \$30,000 ice and cold storage plant is being considered for Seneca, Kans.

The United Ice and Cold Storage Co., Harrisburg, Pa., has sold to the state of Pennsylvania ice landings, ice houses and equipment at Colebrook for use by the National Guard of the state.

The Tuscaloosa Ice and Cold Storage Company has been incorporated in Tuscaloosa, Ala., with a capital stock of \$25,000 by I. W. Ross, M. E. Spencer and J. W. Gurvin.

An artificial ice plant is being considered for Neligh, Nebr.

Gatz Bros. are considering the erection of an artificial ice plant at O'Neill, Nebr.

The Arctic Ice and Cold Storage Com-

pany, Winton-Salem, N. C., has been sold to H. E. Cortland.

Frank Heard and associates are building an ice and cold storage plant in Columbus, Ga.

A new ice plant is under construction by the Hugh Drane Ice Company at Athens, Tex.

The Knickerbocker Ice Company has sold its 20,000-ton ice house at Kingston, N. Y., to John A. Fischer. Mr. Fischer plans to dismantle the plant.

A new ice and cold storage plant is soon to be constructed at Walnut Springs, Tex.

### LIVESTOCK AND MEAT.

(Continued from page 24.)

of the greatest problems of the increasing population of the great industrial centers of the east. Its solution made possible the establishment and growth of some of our greatest cities and industrial communities. It solved the problem of the economical slaughtering of western livestock near the source of supply, and distributing them throughout the country in a sweet and palatable condition.

The development of the refrigerator car by the packers revolutionized the packing industry, as well as making possible the national distribution of fresh fruits and vegetables by other industries throughout the year. The influence of the refrigerator car on our modern life is a subject broad and interesting enough to deserve separate treatment in an address devoted wholly to that subject. Limited time permits me to merely mention it.

Refrigeration by artificial means was

another development in the packing industry. Improved machinery of many kinds was developed until today the modern packing plant is one of the most efficient manufacturing enterprises in the country. It is conducted under the most approved sanitary regulations enforced under the supervision of official inspectors of the U. S. Government.

#### Government Inspectors on the Job.

It may interest you to know that in all such plants which ship products in interstate commerce every animal is slaughtered under the eyes of government inspectors, and no animal is passed for food that is not certified by the inspector's stamp on the carcass of the animal.

This stamp upon the product of the containers thereof, is a certification to the public that the animal was free from diseases rendering it unfit for human consumption, and that it had been slaughtered and prepared in an establishment meeting all the standards and regulations of the federal inspection laws and conforming to all the sanitary regulations of the Bureau of Animal Industry of the U. S. Department of Agriculture.

Careful housewives may avail themselves of the protection and benefits of this inspection by insisting upon being shown the federal inspector's stamp. This precaution assures them of a food product pure and wholesome and prepared under the highest and strictest supervision.

The National Livestock and Meat Board is giving special attention to the prob-

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**The Key that  
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to INCREASED PROFITS**

**YORK MANUFACTURING CO.**  
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lens of the housewife and is striving to extend to her all possible aid, not only in the proper selection of her meats, but also in economical buying and preparation.

#### Activities of the Board.

The board is conducting a nation-wide educational campaign in this behalf, which has already accomplished much of benefit to the consumer. Many other lines of endeavor of this sort are being followed out by the board, but my limited time prevents me from dwelling upon this subject.

According to the last census, there were more than 1,300 packing establishments in this country. This number included all sizes and classes of plants. Of this number more than 800 were federally inspected.

These plants slaughter many millions of livestock annually and transact a business amounting to more than four billions of dollars in sales. These sales exceed that of any other American industry.

#### Where Consumer's Dollar Goes.

You may be interested to know that on an average from 85 to 89 cents out of every dollar received by the packer from the sale of his products is paid out to producers for the live animals. Out of the remaining 11 to 15 cents the packer must pay all the expenses of the manufacture and distribution of his products, including labor, transportation, insurance, refrigeration, interest on borrowed capital, salesmen and every other expense incident to the business. Out of what is left he realizes his profit.

The packing industry is unlike most other industries in that it does not own or control its source of raw material. The lumber mills own their own timber. The steel industry and the copper companies own their own ore beds and mines. Consequently they have only to deal with the consuming public. But the raw material of the packer is produced on more than five million farms.

I know of no other industry that adds as little in the way of manufacturing costs to its product, as is done in the packing industry. It should also be of public interest to know that his average profit on each dollar of sales, is smaller than that of any other industry dealing in the basic necessities of life.

These facts are mentioned for the purpose of impressing upon the public that the packing industry is really and truly a great servant of the public, rendering a valuable and indispensable service at a cost lower than that demanded and received by other essential industries.

#### Service Rendered by the Packer.

Were it not for its vast and modern facilities built up through years of unremitting toil and scientific research, meat as a food would be dearer and hundreds of useful by-products developed from the heretofore wasted parts of the animal would be entirely lost.

This address deals only with the preparation of livestock for human consumption by the packers. Time will not permit a discussion of the problems of distribution after the product is delivered to the retailer. That he has many and difficult problems there is no doubt.

However, that subject will be hereafter discussed during this series of addresses arranged by the National Livestock and Meat Board.

## Cold Storage Insulation

All Kinds of Refrigerator Construction  
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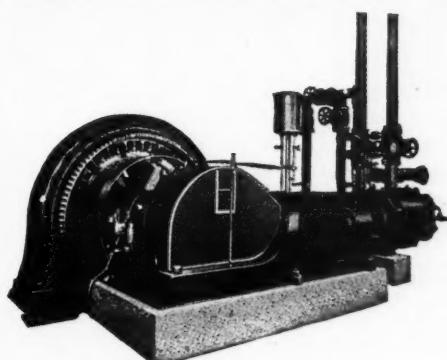
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## REFRIGERATION

SAFE — SIMPLE — ECONOMICAL

Economical Refrigeration can only result from a properly proportioned plant, made up of machinery designed and built correctly. We offer you the benefit of our product. Frick machines have proven safe investments and are paying good dividends everywhere. It will pay you to investigate.



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- Charlotte, N. C.
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Pittsburgh, Pa.	Grand Rapids, Mich.	New Orleans, La.	Columbus, Ohio	Portland, Ore.
Memphis, Tenn.	Philadelphia, Pa.	New Haven, Conn.	Ogden, Utah	Spokane, Wash.
St. Louis, Mo.				

# Chicago Section

James Craig, well-known packinghouse expert, was in Chicago this week from Detroit.

Dr. E. A. Cahill of the Pitman-Moore Serum Co., Zionsville, Ind., made a trip to Chicago this week.

T. W. Taliaferro, president of the Hammond Standish Co., Detroit, Mich., paid a visit to Chicago this week.

Jay C. Hormel, vice-president of Geo. A. Hormel & Co., Austin, Minn., spent a few days this week in Chicago.

Vice-President Thos. E. Tower of the Sullivan Packing Co., Detroit, Mich., was a Chicago visitor during the week.

Packers' purchases at Chicago for the first three days of this week totaled 33,873 cattle, 9,812 calves, 135,031 hogs and 41,724 sheep.

L. E. Dennig, newly elected president and treasurer of the St. Louis Independent Packing Co., St. Louis, Mo., together with General Manager E. G. Barber, paid a visit to Chicago this week.

E. P. Gerety, well known in the meat packing field, has disposed of his interest in the J. A. C. Baker Packing Co., Asheville, N. C., and has resigned as vice-president and general manager of that company.

J. L. Harris, general and genial livestock agent of the Chicago & Alton R. R., is attending a meeting of the National Fruit Growers and associated organizations at Jacksonville, Fla. He accompanied a Western delegation on a special train, and arranged his itinerary to include a day's visit with "Heinie" (C. B. Heinemann) at Atlanta. The West had better watch out, or Heinie will steal their good friend Harris, who is a Southern by birth.

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WILLIAM H. KNEHANS, Chief Engineer  
**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
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Cable Address, Pacarco

Swift & Company's sales of carcass beef in Chicago (including Stock Show prize beef) for the week ending Saturday, January 12, for shipment sold out, ranged from 7.00 to 19.00 cents per pound, averaged 14.16 cents per pound.

Provision shipments from Chicago for the week ending January 12, with comparisons, were as follows:

	This week.	Prev. week.	Cor. week
Cured Meats, lbs.	15,487,000	12,675,000	13,042,000
Canned Meats, cases	8,800	8,701	7,571
Fresh Meats, lbs.	21,667,000	16,681,000	25,599,000
Pork, bbls.	1,055	963	5,144
Lard, lbs.	9,378,000	6,151,000	10,779,000

Foreign trade started on Monday over the new Chicago-London direct Western Union cable when the first commercial messages were exchanged between the Wilson & Co. plant in the Union Stock Yards and their London branch house. An order of upwards of 1,000,000 pounds of meats and meat products, making an entire train load, was cabled by H. A. Hart, manager Wilson & Co., London branch, and M. Rosenbach, foreign trade manager for Wilson & Co., Chicago, cabled the company's acceptance to ship the order, congratulating Mr. Hart on this sign of the improvement of foreign trade.

## PATENT CASING CO. WINS SUIT.

A decree was entered on January 4 in the U. S. District Court at Chicago in the suit of the Patent Casing Co. and Sol May against Wolf, Sayer and Heller. The decree held that May's patents were valid and had been infringed by Wolf, Sayer and Heller.

The decision covered both claims of May, U. S. patent No. 1,036,290; the three claims of May, U. S. patent No. 1,063,713, and claims 4 and 5 of May, U. S. patent No. 1,063,714. These patents pertain to sewed casings and method of making sewed casings.

**George F. Pine Walter L. Munnecke**  
**Pine & Munnecke Co.**  
PACKING HOUSE & COLD STORAGE  
CONSTRUCTION; CORK INSULATION &  
OVER HEAD TRACK WORK.  
10 Marquette Bldg. Detroit, Mich. Phones:  
Bldg. Cherry 3750-3761

**H. P. Henschien R. J. McLaren**  
**HENSCHIEN & MCLAREN**  
Architects  
1637 Prairie Ave. Chicago, Ill.  
PACKING PLANTS AND COLD STORAGE  
CONSTRUCTION

**Fred J. Anders Chas. H. Reimers**  
**Anders & Reimers**  
ARCHITECTS  
ENGINEERS  
314 Erie Bldg., Cleveland, O.  
Packing House Specialists

## CHICAGO MID-MONTH STOCKS.

The semi-monthly statement of stocks of mess pork, lard, D. S. short ribs, D. S. bellies and D. S. extra short clears in Chicago at the close of business January 15, 1924, as reported by the Board of Trade, follows:

	Jan. 14, 1924.	Dec. 31, 1923.	Jan. 14, 1923.
Mess pork, new, made since Oct. 1, '23, bbls.	1,575	1,889	1,200
Mess pork, made Oct. 1, '22, to Oct. 1, '23, bbls.	133		
P. S. lard, made since Oct. 1, '23, lbs.	6,480,385	5,274,575	7,365,768
P. S. lard, made Oct. 1, '22, to Oct. 1, '23, lbs.			41,000
Other kinds of lard, made since Oct. 1, '23, lbs.	3,111,516	3,064,569	4,082,215
Short rib middles, made since Oct. 1, '23, lbs.	943,178	1,009,382	989,707
D. S. clear bellies, made since Oct. 1, '23, lbs.	13,739,862	11,617,796	
D. S. clear bellies, made previous to Oct. 1, 1923, lbs.	399,980	759,775	
D. S. rib bellies made since Oct. 1, 1923, lbs.	2,641,136	2,165,670	
D. S. rib bellies made previous to Oct. 1, '23, lbs.	35,980	57,242	
Ex. sh. cl. middles, made since Oct. 1, 1923, lbs.	505,481	281,127	306,054
Ex. sh. cl. middles, made previous to Oct. 1, 1923, lbs.	49,623	39,987	43,065
	14,000	14,000	2,100

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending January 12, 1924, with comparisons, as follows:

	Week ending	Previous	Cor. week
Western dressed meats:	Jan. 12	week	1923
Steers, carcasses	9,500	6,445	6,839
Cows, carcasses	1,016	1,169	1,361
Bulls, carcasses	197	186	223
Veal, carcasses	6,970	10,149	10,319
Hogs and pigs	218	1,459	2,784
Lambs, carcasses	20,988	17,520	23,187
Mutton, carcasses	4,548	3,483	8,612
Beef, cuts, lbs.	163,960	107,500	270,278
Pork, lbs.	1,891,045	1,498,718	1,679,674
Local slaughter:			
Cattle	10,073	9,411	10,576
Calves	13,216	10,803	11,294
Hogs	72,970	58,962	65,224
Sheep	49,623	39,987	43,065

## BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending January 12, 1924, with comparisons:

	Week ending	Previous	Cor. week
Western dressed meats:	Jan. 12	week	1923
Steers, carcasses	2,612	1,829	1,841
Cows, carcasses	1,679	1,518	1,846
Bulls, carcasses	27	66	35
Veal, carcasses	900	887	4,714
Lambs, carcasses	13,631	11,250	7,916
Mutton, carcasses	399	455	752
Pork, lbs.	240,541	226,358	320,394
Local slaughter:			
Cattle	1,695	1,853	1,361
Calves	1,652	2,517	2,080
Hogs	30,520	19,885	23,690
Sheep	6,257	4,237	6,093

**C. W. Riley, Jr.**  
BROKER  
2109 Union Central Bldg., Cincinnati, O.  
Provisions, Oils, Greases and Tallow  
Offerings Solicited

**LEON DASHAW**  
Counselor At Law  
15 Park Row New York

## CATTLE ON FEED JANUARY 1.

There was a very small increase of less than one per cent in the number of cattle on feed in the corn belt states January 1, 1924, compared to the number on feed January 1, 1923, according to the final winter feeding estimate made by the United States Department of Agriculture. The number in the states east of the Mississippi was about three per cent larger than last year and the number west of the river was practically the same. The state figures as a per cent of last year are as follows:

Ohio .....	90	Iowa .....	96
Indiana .....	105	Missouri .....	95
Illinois .....	105	South Dakota .....	115
Michigan .....	95	Nebraska .....	108
Wisconsin .....	110	Kansas .....	90
Minnesota .....	110		

In the western mountain and Pacific states there were only around three-fourths as many cattle on feed for market as last year. The big decrease is in the states that ship largely to Pacific coast markets, where the number is only 60 per cent of last year while the eastern states of this region show some increase.

The December estimate of cattle on feed showed an increase of about two per cent in the number on feed December 1, 1923, compared to the number December 1, 1922. The marketings from the corn belt during December, 1923, were larger than during December, 1922, and the number of stockers and feeders shipped in was smaller.

While the shipments of stocker and feeder cattle into the corn belt during the last six months of 1923 were somewhat smaller than during the same period of 1922, they were much larger than those of 1921 or 1920 and larger than the five year average from 1919 to 1923. The total shipments for the six months' period for the five years were:

1919.....	1,946,000	Head
1920.....	1,469,000	Head
1921.....	1,484,000	Head
1922.....	2,380,000	Head
1923.....	2,259,000	Head

## THE CASING INDUSTRY.

The war has had a decided effect on the casing industry in every corner of the world.

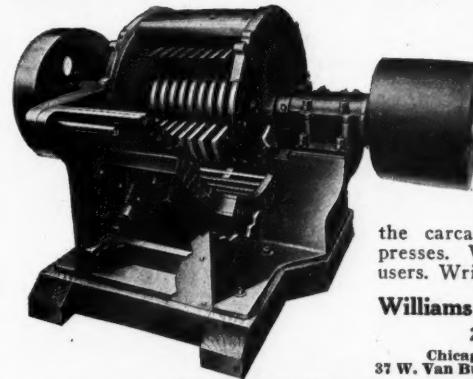
Prior to the war, a large quantity of casings were obtained from the slaughter of 8,000,000 sheep in Russia. From 1914 to 1921, no casings were available from the Russian slaughter houses, but during the last year and a half accumulated casings began to come from Russia. However, these were of inferior quality and had little or no effect on the world market.

According to Clerk to Trade Commissioner, H. G. McMillan, Constantinople, Turkey, in a report to the Department of Commerce, the prices of casings have decidedly increased and at the present time are costing the manufacturer more than the meat with which they are filled. Germany is abandoning casings altogether, the meat being sold and consumed without the container.

At the present time Australia furnishes the best casings. This is due to the fact that the industry has gone along uninterrupted for many years and the butchers have become expert in handling them. There is less than two per cent loss from handling in that locality.

South American growers also furnish a large number. Casings from about 2,500,000 sheep come from Persia, about 650,000 from Anatolia and about 600,000 from Constantinople. There are a great many more sheep killed in Anatolia but lack of transportation facilities prevent the merchants from obtaining them.

## Proper Preparation of Bones, Heads and Carcasses for Dry Rendering



To properly prepare green bones, heads and carcasses for dry rendering, a crusher must be able to cut through the tough meat and sinews as well as crush the heaviest bones. In the "Mogul" crusher, patented chisel pointed hammers revolving at 9,000 feet per minute shear through animal matter much quicker and with less power than any other method. Handles largest bones in the carcass, also grinds cake from hydraulic presses. Wilson, also Swift & Co. among our users. Write for printed matter and service records.

## Williams Patent Crusher &amp; Pulverizer Co.

2708 N. 9th St., St. Louis, Mo.

Chicago  
37 W. Van Buren St.New York  
15 Park RowSan Francisco  
67 Second St.

**Williams**  
PATENT CRUSHERS GRINDERS SHREDDERS

## PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending January 12, 1924:

	Week ending	Previous week	Cor. week
Western dressed meats:			
Steers, carcasses	2,232	2,036	3,382
Cows, carcasses	580	700	136
Bulls, carcasses	103	136	73
Veal, carcasses	1,431	1,591	2,331
Lambs, carcasses	7,431	5,251	7,441
Mutton, carcasses	7,792	1,137	2,919
Pork, lbs	394,330	59,099	644,330
Local Slaughters:			
Cattle	3,072	2,228	2,212
Calves	2,056	2,183	1,927
Hogs	25,278	23,729	26,247
Sheep	6,396	4,820	6,373

Combined receipts at seven markets for 1924 to Jan. 12 and the corresponding period for previous years:

	Cattle.	Hogs.	Sheep.
1924 .....	352,000	1,295,000	384,000
1923 .....	368,000	1,439,000	382,000

\*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs for under-mentioned weeks:

	Average Number weight. Received. lbs.	Top. Average.
Week ending Jan. 12 .....	*285,900	231 \$7.65 \$7.15
Previous week .....	244,764	231 7.60 7.10
1923 .....	278,153	237 8.85 8.45
1922 .....	255,048	226 8.75 8.50
1921 .....	247,035	228 8.45 8.25
1920 .....	247,538	231 15.50 14.85
1919 .....	217,519	225 18.00 17.53
1918 .....	59,690	212 16.90 16.50
1917 .....	164,780	201 11.25 10.95
1916 .....	282,039	194 7.75 7.30
1915 .....	197,934	225 7.25 6.90
1914 .....	184,335	219 8.60 8.40

Ave. 1914-1923 .....

223,700 220 \$11.25 \$10.80

\*Receipts and average weight for week ending Jan. 12, 1924, unofficial.

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Jan. 12, 1924	\$9.50	\$7.15	\$7.25	\$13.25
Previous week .....	9.50	7.15	7.50	13.20
1923 .....	9.35	8.45	7.00	13.80
1922 .....	7.50	7.80	7.15	12.30
1921 .....	9.90	9.25	5.25	11.35
1920 .....	14.00	14.85	11.25	19.20
1919 .....	15.75	15.73	10.40	16.25
1918 .....	12.10	16.50	12.00	17.40
1917 .....	10.20	10.95	10.25	14.00
1916 .....	8.50	7.30	7.00	10.50
1915 .....	8.15	6.90	5.75	8.20
1914 .....	8.55	8.40	5.55	7.80

Ave. 1914-1923 .....

\$10.25 \$10.80 \$8.20 \$13.10

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards for week mentioned:

	Cattle.	Hogs.	Sheep.
Week ending Jan. 12, 1924 .....	45,000	211,900	73,300
Previous week .....	41,316	180,394	54,020
1923 .....	39,209	192,550	55,978
1922 .....	39,663	156,080	55,104
1921 .....	42,040	181,608	79,059

\*Saturday, Jan. 12, estimated.

Chicago packers hogs slaughtered for the week ending Jan. 12, 1924:

Armour & Co.	24,600
Anglo-American Provision Co.	10,900
Swift & Co.	24,300
G. H. Hammond Co.	13,100
Morris & Co.	4,400
Wilson & Co.	22,000
Levi-Lunham & Co.	12,000
Western Packing & Provision Co.	21,800
Roberts & Oakley	9,500
Miller & Hart	8,100
Independent Packing Co.	4,700
Brennan Packing Co.	7,500
William Davies Co.	1,800
Agar Packing Co.	1,800
Others	33,700

Total .....

Previous week .....

Year ago .....

Two years ago .....

Combined receipts at seven points for the week ending Jan. 12, 1924, with comparisons:

\*Cattle. Hogs. Sheep.

Week ending Jan. 12 .....

1924 .....

1923 .....

1922 .....

1921 .....

1920 .....

1919 .....

1918 .....

1917 .....

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1943 .....

1942 .....

1941 .....

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1939 .....

1938 .....

1937 .....

1936 .....

1935 .....

1934 .....

1933 .....

January 19, 1924.

## Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

### CASH PRICES.

Based on Actual Carlot Trading, Thursday, January 17, 1924

#### Green Meats.

##### Regular Hams—

8-10 lbs. avg.	@14%
10-12 lbs. avg.	@14
12-14 lbs. avg.	@14
14-16 lbs. avg.	@14 1/2%
16-18 lbs. avg.	@14 1/2%
18-20 lbs. avg.	@15

##### Skinned Hams—

14-16 lbs. avg.	@15 1/2%
16-18 lbs. avg.	@15 1/2
18-20 lbs. avg.	@15 1/2
20-22 lbs. avg.	@15 1/2
22-24 lbs. avg.	@15

##### Picnics—

4-6 lbs. avg.	@7 1/2%
6-8 lbs. avg.	@7 1/2
10-12 lbs. avg.	@7
12-14 lbs. avg.	@7
14-16 lbs. avg.	@7

##### Clear Bellies—

6-8 lbs. avg.	@12 1/2%
8-10 lbs. avg.	@12
10-12 lbs. avg.	@10 1/2%
12-14 lbs. avg.	@11
14-16 lbs. avg.	@11

#### Pickled Meats.

##### Regular Hams—

10-12 lbs. avg.	@14%
12-14 lbs. avg.	@14 1/2
14-16 lbs. avg.	@14 1/2
16-18 lbs. avg.	15 1/2 @16 1/2
18-20 lbs. avg.	15 1/2 @16 1/2

##### Boiling Hams—

16-18 lbs. avg.	@18%
18-20 lbs. avg.	@17
20-22 lbs. avg.	@18%

##### Skinned Hams—

14-16 lbs. avg.	@15 1/2%
16-18 lbs. avg.	@15 1/2
18-20 lbs. avg.	@15 1/2
20-22 lbs. avg.	@15 1/2
22-24 lbs. avg.	@11 1/2

##### Picnics—

4-6 lbs. avg.	@8 1/2%
6-8 lbs. avg.	@8
8-10 lbs. avg.	@8
10-12 lbs. avg.	@7 1/2%
12-14 lbs. avg.	@7 1/2
14-16 lbs. avg.	@7

##### Bellies (square cut and seedless)—

6-8 lbs. avg.	@12 1/2%
8-10 lbs. avg.	@11 1/2
10-12 lbs. avg.	10% @11
12-14 lbs. avg.	10 1/2 @10 1/2
14-16 lbs. avg.	10 1/2 @10%

#### Dry Salt Meats.

##### Extra ribs, 35-45—

Extra ribs, 35-45—	@9 1/2%
Extra clears, 35-45—	@9 1/2%
Regular plates, 6-8—	@8 1/2%
Clear plates, 4-7—	9 1/4 @9 1/2%
Jowl butts	@7 1/2%

##### Fat Backs—

8-10 lbs. avg.	@8 1/2%
10-12 lbs. avg.	@9 1/2%
12-14 lbs. avg.	@10 1/2%
14-16 lbs. avg.	@10 1/2%
16-18 lbs. avg.	@11

##### Clear Bellies—

14-16 lbs. avg.	@9 1/2%
16-18 lbs. avg.	@9 1/2
18-20 lbs. avg.	@9 1/2
20-22 lbs. avg.	@9 1/2
22-24 lbs. avg.	@9 1/2

##### Dry Salt Meats.

30-35 lbs. avg.	@9 1/2%
35-40 lbs. avg.	@9 1/2
40-50 lbs. avg.	@9 1/2
50-60 lbs. avg.	@9 1/2
60-70 lbs. avg.	@9 1/2

## THE NATIONAL PROVISIONER

### CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, January 17, 1924, with comparisons, follows:

	Week ending	Prev.	Cor.
	Jan. 17.	week.	week.
Armour & Co.	18,880	23,567	1923.
Anglo-American Prov. Co.	9,892	11,011	5,200
Swift & Co.	17,335	22,235	11,000
G. H. Hammond & Co.	10,190	13,477	100
Morris & Co.	10,904	20,195	18,500
Wilson & Co.	5,982	8,079	11,600
Boyd-Lunham & Co.	10,497	12,532	6,900
Western Pkg. & Prov. Co.	21,500	22,600	12,700
Roberts & Oake.	8,875	11,112	7,500
Miller & Hart.	7,092	10,463	6,200
Independent Packing Co.	5,071	4,642	8,600
Brennan Packing Co.	7,845	7,183	5,900
William Davies Co.	500	1,100	2,200
Agar Packing Co.	1,000	800	2,300
Others	3,000	3,000	9,600
Total	148,402	177,386	127,100

### CHICAGO RETAIL FRESH MEATS

#### Beef.

No. 1.	No. 2.	No. 8.
Rib roast, heavy end.	30	28
Rib roast, light end.	40	32
Chuck roast	20	18
Steaks, round	40	30
Steaks, sirloin, first cut.	45	38
Steaks, porterhouse	70	56
Steaks, flank	28	25
Beef stew, chuck	18	15
Corned briskets, boneless	22	20
Corned plates	14	12
Corned rump, boneless	25	22

#### Lamb.

Good.	Com.
Hindquarters	40
Legs	42
Stews	20
Chops, Shoulder	12 1/2
Chops, rib and loin	50

#### Mutton.

Legs	22
Stew	12 1/2
Shoulders	20
Chops, rib and loin	35

#### Pork.

Loins, whole, 8@10 avg.	22
Loins, whole, 10@12 avg.	20
Loins, whole, 12@14 avg.	11
Loins, whole, 14 and over.	15
Chops	22
Shoulders	14
Butts	13
Spareribs	12
Hocks	12
Leaf lard, unrendered	14

#### Veal.

Hindquarters	35
Forequarters	12
Legs	35
Breasts	14
Shoulders	14
Cutlets	22
Rib and loin chops.	50

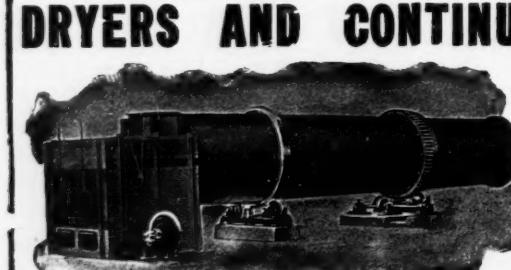
#### Butchers' Offal.

Suet	4
Sop fat	2
Bones, per 100 lbs.	50
Calf skins	13
Kips	12
Deacons	12

### CURING MATERIALS.

Bbls.	Sacks.
Double refined saltpetre, gran., L. C. L...	6%
Crystals	7%
Double refined nitrate of soda, f. o. b.	
N. Y. & S. F., carloads.	
Less than carloads, granulated	4%
Crystals	5%
Kegs, 100@130 lbs., 1c more.	
Boric acid, in carloads, powdered, in bbls.	10
Crystal to powdered, in 5-ton lots or more	9%
In bbls. in less than 5-ton lots	10
Borax, carloads, powdered, in bbls.	5%
In ton lots, gran. or powdered, in bbls.	5%
Salt—	
Granulated, car lots, per ton f. o. b., Chicago, bulk	\$ 8.80
Medium, car lots, per ton, f. o. b., Chicago, bulk	9.80
Rock, car lots, per ton, f. o. b., Chicago	5.40
Sugar—	
Raw sugar, 96 basis	@7.00
Second sugar, 90 basis	@6.25
Syrup, testing 63 to 65 combined sucrose and invert	@35
Standard, granulated, f. o. b., refinery (net)	
Plantation, granulated, f. o. b., New Orleans (less 8 per cent)	@8.60
White clarified, f. o. b., New Orleans (net)	@8.25
Yellow clarified, f. o. b., New Orleans (net)	@7.75
	@7.65

## DRYERS AND CONTINUOUS PRESSES



### For Tankage, Blood, Bone Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world.

We handle waste and by-products.

Send for Catalogue T.B.

American Process Co.

68 William St. • • • New York

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Jan. 19.	1923.	Cor. week.
Prime native steers	@18	17	@18½
Good native steers	16	15	@16
Medium steers	12	12	@14
Heifers, good	12	12	@14
Cows	8	7	@11
Hind quarters, choice	25	23	@22
Fore quarters, choice	13	13	@13

## Beef Cuts.

Steer Loins, No. 1.	36	44	
Steer Loins, No. 2.	30	30	
Steer Short Loins, No. 1.	47	62	
Steer Short Loins, No. 2.	42	40	
Steer Loin Ends (hips).	28	30	
Steer Loin Ends, No. 2.	27	28	
Cow Loins	12	14	
Cow Short Loins	20	22	
Cow Loin Ends (hips)	12	10	@16
Steer Ribs, No. 1.	28	32	
Steer Ribs, No. 2.	28	26	
Cow Ribs, No. 1.	23	22	
Cow Ribs, No. 2.	21	17	
Cow Ribs, No. 3.	13	13	
Steer Rounds, No. 1.	14½	14½	
Steer Rounds, No. 2.	14	13½	
Steer Chucks, No. 1.	12½	11½	
Steer Chucks, No. 2.	12	11	
Cow Chucks	9	9	
Steer Plates	7	9	
Medium Plates	9	9	
Briskets, No. 1.	16	16	
Briskets, No. 2.	12	12	
Steer Navel Ends	7½	6½	
Cow Navel Ends	5	6	
Fore Shanks	5	4½	
Hind Shanks	4½	3½	
Rolls	18	20	
Strip Loins, No. 1, boneless.	39	50	
Strip Loins, No. 2.	39	50	
Strip Loins, No. 3.	45	52	
Sirloin Butts, No. 1.	25	30	
Sirloin Butts, No. 2.	25	26	
Sirloin Butts, No. 3.	25	26	
Beef Tenderloins, No. 1.	75	70	
Beef Tenderloins, No. 2.	65	60	
Bump Butts	16	17	
Flank Steaks	17	17	
Boneless Chucks	8½	8	
Shoulder Clods	12	15	
Hanging Tenderloins	8	8	

## Beef Products.

Brains, per lb.	8½@10	7	@ 9
Hearts	3½@4	4	5
Tongues	29	30	@30
Sweetbreads	4@41	4@40	
Ox-tail, per lb.	7	6	@10
Fresh Tripe, plain	6@10	6@10	
Fresh Tripe, H. C.	6@1½	6@1½	
Livers	8@8½	9½@10	
Kidneys, per lb.			

## Veal.

Choice Carcass	20	21	18 @19
Good Carcass	16	19	15 @17
Good Saddles	25	30	20 @26
Good Backs	12	14	12 @14
Medium Backs	6	8	6 @8

## Veal Product.

Brains, each	10	7	@ 9
Sweetbreads	55	58	59 @98
Calf Livers	31	36	22 @30

## Lamb.

Choice Lambs	24	25	
Medium Lambs	22	24½	
Choice Saddles	30	27	
Medium Saddles	28	26½	
Choice Fore	18	23	
Medium Fore	18	22	
Lamb Fries, per lb.	30	23	
Lamb Tongues, each	13	18	
Lamb Kidneys, per lb.	25	25	

## Mutton.

Heavy Sheep	12	12	@ 7½
Light Sheep	14	13	@ 10
Heavy Saddles	15	10	@ 10
Light Saddles	16	15	@ 10
Heavy Fores	9	6	@ 6
Light Fores	12	11	@ 11
Mutton Legs	20	18	@ 10
Mutton Loins	15	10	@ 10
Mutton Stew	7	7	7 ½
Sheep Tongues, each	13	8	@ 8
Sheep Heads, each	10	10	@ 10

## Fresh Pork, Etc.

Dressed Hogs	12	16@17	
Pork Loins, 8@10 lbs. avg.	14	15	
Leaf Lard	13	11	
Tenderloin	40	40	
Spare Ribs	7½	6	
Butts	11	12	
Hocks	9½	11	
Trimmings	7	7	
Extra lean trimmings	9½	11	
Trim	7	7	
Snoats	11	8	
Pigs' Feet	4½	5½	
Pigs' Heads	6	6	
Blade Bones	7	6	
Blade Meat	11½	6½	
Cheek Meat	6	5	
Hog Livers, per lb.	4½	3½	
Neck Bones	3	3	
Skinned Shoulders	10	11½	
Pork Hearts	3	4	
Pork Kidneys, per lb.	5	6	
Pork Tongues	13	16	
Slip Bones	9	8	
Tail Bones	9	8	
Brains	12	10	
Back Fat	12½	12	
Hams	16½	20	
Calves	9	11½	
Bellies	13½	18	

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons	22	
Country style sausage, fresh, in link	14	
Country style sausage, fresh, in bulk	18	
Mixed sausage, fresh	16	
Frankfurts in pork casings	12½	
Frankfurts in sheep casings	13½	
Bologna in beef bungs, choice	16½	
Bologna in cloth middles, choice	14½	
Liver sausage in hog bungs	14	
Liver sausage in beef rounds	16	
Head cheese	11	
New England luncheon specialty	22	
Liberty luncheon specialty	17	
Minced luncheon specialty	14	
Tongue sausage	20	
Blood sausage	15	
Polish sausage	14½	
Souse	14	

## DRY SAUSAGE.

Cervelat, choice, in hog bungs	46	
Cervelat, new condition, in hog bungs	15	
Cervelat, new condition, in beef middles	20	
Thuringer Cervelat	20	
Farmer	24	
Holstainer	41	
B. C. Salami, choice	20	
Milano Salami, choice, in hog bungs	41	
B. C. Salami, new condition	20	
Frissee, choice, in hog middles	36	
Genoese style Salami	51	
Peperoni	29	
Mortadella, new condition	20	
Capocola	46	
Italian style hams	36	
Virginia style hams	36	

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds	5.75	
Small tins, 2 to crate	6.50	
Large tins, 1 to crate	6.50	
Frankfurt style sausage in sheep casings	7.00	
Small tins, 2 to crate	8.00	
Large tins, 1 to crate	8.00	
Frankfurt style sausage in pork casings	6.50	
Small tins, 2 to crate	7.50	
Large tins, 1 to crate	7.50	
Smoked link sausage in pork casings	6.00	
Small tins, 2 to crate	7.00	
Large tins, 1 to crate	7.00	

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)		
Beef rounds, domestic, 180 sets, per tierce, per set	12	
Some sales made at 14c.		
Beef rounds, export, 225 sets, per tierce, per set	15	
Beef middles, 110 sets, per tierce, per set, per piece	60	
Beef middles, No. 1, 400 pieces, per tierce, per piece	20	
Beef bungs, No. 2, 400 pieces, per tierce, per piece	20	
Beef weasands, No. 1, per piece	12	
Beef weasands, No. 2, per piece	6	
Beef bladders, small, per doz.	1.35	
Beef bladders, medium, per doz.	1.00	
Beef bladders, large, per doz.	0.90	
Hog casings, medium, f. a. s., per lb.	2.00	
Hog casings, extra narrow, selected, per lb., f. a. s.	2.00	
Hog middles, without cap, per set	12	
Hog middles, with cap, per set	14	
Hog bungs, export	12	
Hog bungs, large, prime	12	
Hog bungs, medium	5	
Hog bungs, small, prime	2½	
Hog bungs, narrow, no demand	3	
Hog stomachs, per piece	5	

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	14.00	
Homeword tripe, 200-lb. bbl.	16.00	
Pocket honeycomb tripe, 200-lb. bbl.	18.00	
Pork feet, 200-lb. bbl.	15.50	
Pork tongues, 200-lb. bbl.	53.00	
Lamb tongues, long cut, 200-lb. bbl.	48.00	
Lamb tongues, short cut, 200-lb. bbl.	55.00	
No. 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320		

# Retail Section

## Selling Meats Through the Window

### Helpful Ideas for the Butcher in Arranging Unusual Window Displays

By Ernest A. Dench

The butcher has been accused of profiteering and of a lot of other things. The last thing the butcher can be accused of is arranging unusual meat window displays all the time.

We know the butcher is unlike the department store owner, who has a generous appropriation for window display work, and can have an unusual display on show for a week or more.

The butcher deals with perishable foods; the department store handles many lines not affected by climatic conditions.

We are strong for unusual window displays in all lines of business, because we know that they attract additional custom. The butcher, however, has to change his windows daily, and far too much expense and effort would be involved to have an unusual display every day in the week. He would rapidly become stale of ideas—and the public would pay no more than ordinary attention to his efforts.

The butcher wisely takes a middle course, and the result is an attractive and appetizing display from day to day. Noth-

ing to startle the attention, but enough to make the passer-by come in and buy some of the products so temptingly exhibited.

The unusual display is one the butcher should employ on special occasions like Easter, Christmas and other holiday events.

In this spirit, then, the butcher should accept the following unusual meat display ideas for what they are worth—which is a great deal.

#### A Window Drive on Lamb.

The best way to group these ideas is according to the kinds of meats and poultry. We will make a beginning with lamb.

The striking feature of the lamb display put in by Richard Wilde & Brother, trading as The Arcade, Howard and Franklin streets, Baltimore, Md., was a large colored crayon drawing of the familiar "Mary and Her Little Lamb." In this particular case, however, Mary was modernized, for she was shown presiding at the head of the dining table in a modern home. Mary was carving delicious slices of lamb from

a roast leg for her pleased husband. The next matter on the drawing took a little canter into the realms of verse:

"Mary had a little lamb  
That sure was a winner;  
She bought it at the Arcade Shop,  
And served it up for dinner."

Such a poem would not win any poet laureateship, nor appear in any anthologies, but is catchy in a light way and amused people who read it.

The crayon drawing was flanked on both sides by enameled trays, on which were displayed everything in lamb from the whole leg to loin chops and kidneys. The meat was tastefully trimmed with parsley.

#### "From Hoof to Oven."

Next in line is beef. An elaborate display featuring this was made by Buehler's Meat Market, Chestnut street, Philadelphia, Pa. The top part of the background was draped with three bull hides. The center hide had the mounted head (with large horns) of a bull, while attached to each of the side hides was a large Mexican saddle of hand-tooled leather. A lasso was coiled around the pommel of each saddle.

Below the bull's head at the center was a sign that read: "From Hoof to Oven." Across the floor at the rear was a green crepe-covered platform, on which were several interesting exhibits. There were three exhibits from left to right, each taking up about one-third of the space.

The first was a miniature kitchen, such as can be obtained in any toy store. This miniature kitchen contained a stove, along with pots and pans and other equipment. The second exhibit comprised a miniature butcher shop, equipped with counters, meat blocks, cleavers, knives and plaster cuts of meat. The third and last exhibit was a small green pasture, in which toy cattle were grazing. The pasture was fenced in.

All these exhibits were of the kinds that may be purchased at any toy store for a few dollars.

At the right side of the window, near the middle, was a typical gas cook stove (borrowed from a neighboring hardware store), the opened door of the stove revealing a piece of roast beef in a pan. A card on top of the stove offered—"Prime Rib Beef, 30c lb." Different cuts of beef, including steaks, were exhibited down in front on white enamel dishes.

#### Clever Work With Pork Products.

Pork products were featured in a window display by Fulton's Market, Hutchinson, Kans. The central attraction was a very fat pig, only this pig differed from his brothers in that the butcher had designed him entirely out of sausage meat.

A circle on the floor around the pig was made with loin pork chops, each alternate chop being daintily dressed with a small spray of parsley. At each side of the window was a leg of pork, decorated with a few flowers made with slices of bacon.



A TASTY WINDOW DRAWS THE CROWDS.

This picture gives some idea of the way one of the meat markets in Fairbault, Minn., cooperated with Geo. A. Hormel & Co., Austin, Minn., packers, to obtain a very attractive window display. The occasion was Fairbault's "Open House Day" last fall.

The idea of "Open House Day" is this: On that day all merchants in Fairbault invited everyone in to their stores to see, taste and inspect, but not to buy. No attempt was made to make sales.

Wolfe & Johnson's Meat Market borrowed a couple of men from Hormel's office who helped with the display. It is said that 5,400 sandwiches were given out by that store that day, and only one to a person. This means that at least 4,500 people went into Wolfe & Johnson's on that day. The sandwiches were made of Hormel's Dairy Brand spiced ham.



# New York Section

Mr. and Mrs. Charles Grismer of Brooklyn are again visiting Atlantic City, N. J.

L. Harry Freeman of Boyd, Lunham & Co., Chicago, has been making quite a visit to New York.

Mr. Boden of the Louisville Provision Co., Louisville, Ky., was a visitor to the city this week.

G. A. Handley, district manager, Cudahy Packing Company, New York, is confined to his home with the grippe.

Sylvain Metzger, an active member of Ye Olde New York Branch, U. M. B. A., celebrated a birthday on Thursday.

The members of the Ladies' Auxiliary, U. M. B. A., are extending their condolence to Mrs. I. Schmitka upon the loss of her mother.

Prices realized on Swift & Company's sales of carcass beef in New York City for week ending January 12 on shipments sold out ranged from 9.50 cents to 20.00 cents per pound, and averaged 15.98 cents per pound.

Miss J. M. Callahan, the popular telephone operator of Wilson's district office, and secretary of the Wilson Fellowship Club, resigned on last Saturday, to be married on Wednesday, January 16, to Mr. Thomas P. McGowan at St. Agnes Church. Her associates presented her with a handsome chest of sixty-seven pieces of silver.

At the meeting of the New York Group of the National Butchers' & Packers' Supply Association on Monday evening final arrangements were made for the convention at Cincinnati on January 24-25, and those present, including R. W. Neuberger and Jack Smith of New York Butchers' Supply Co., R. H. Forschner and E. C. Smith of John Chatillon & Sons, Dan Schnebel, John Convasser and T. J. Drew of the Newark Butchers' Supply Company, C. E. Wicke and Leo Trilling of A. C. Wicke Mfg. Co., A. J. Jacobs of Jacobs Brothers, and J. Gottzandt, were very enthusiastic. The prospects are for a very large attendance, which from present indications will include at least one representative from each member company. At the direction of the chairman during the meeting, all arose in silent tribute to the memory of the late Gordon Haig of the Newark Butchers' Supply Company.

Last week Wednesday was a great day for the little president of the New York Ladies' Auxiliary, United Master Butchers of America. Her face seemed to radiate as the members flocked in until the room was comfortably filled, assuring Mrs. George Kramer that the first educational

meeting of the auxiliary, as well as the first meeting of the year, was a great success. The large attendance on Wednesday proves that the butcher's wife, like the progressive butcher of today, is desirous of taking advantage of every educational opportunity. Preliminary talks were enjoyed until the arrival of Dr. Joseph Marks, the speaker. Dr. Marks immediately won the hearts of the ladies by getting away from the usual speaker's manner, talking extemporeously in a heart-to-heart way. He spoke on topics which are of vast importance to the people of a large city, but which the average woman has not an opportunity to hear. The talk was an educational treat and a vote of thanks was extended to the doctor. State Secretary Glatz of Rochester brought a charter of the Master Butchers to the ladies, and State President Moe Loeb had it framed in a beautiful gold setting. The next meeting will be on Wednesday afternoon, January 23, when there will be a meat-cooking demonstration. A regular dinner will be cooked in an hour.

## BROOKLYN BRANCH OFFICERS.

On Thursday evening, January 10, the Brooklyn Branch held the installation of their newly elected officers for the new year. State President Moe Loeb, in a most impressive speech, installed the officers. President Loeb has been most active the last few weeks installing the local branch officers, and seeing that they get off with a flying start for their duties for the coming year in organization work. Many visitors from the other branches were present.

The new officers are as follows: President, William Helling; first vice-president, William Schneider; second vice-president, Jacob Wyler; financial and corresponding secretary, H. Hertzog; recording secretary, Leonard Sussel; treasurer, Joseph Lehner; warden, John Hildemann; trustees, Charles Kiesewetter, Edw. Meyer; orator, Albert Rosen.

Mr. Helling will be recalled as one of the most active members of the Brooklyn Branch, having served as its secretary for many years. The presidency has been conferred upon an earnest and faithful worker.

This branch will give a dinner at Trommers on March 20. Albert Rosen is chairman of the committee in charge of the affair.

## SOUTH BROOKLYN OFFICERS.

The South Brooklyn Branch, United Master Butchers of America, held a very interesting meeting on Tuesday evening, when the installation of officers took place.

State President Moe Loeb installed the officers elected to serve for 1924, who were: President, Louis Bender; vice-president, John Harrison; recording secretary, Henry Hemstedt; financial secretary, Gus Frederick; treasurer, Fred Grimm; warden, Edward Lesse; orator,

Lester Hermon; trustees, Richard Selke, Anthony Werner, Joseph Tamber.

In addition to State President Moe Loeb, the visitors included George Kramer, Louis Goldstein and Benny Metzger. David Van Gelder reported that the committee for the ball to be held in the Hotel Bossert in Brooklyn on Washington's Birthday eve, would hold another meeting during the week.

## WESTERN SAUSAGE CELEBRATES.

On Saturday afternoon, January 5th, and into the evening the organization of the Western Sausage and Provision Co., Inc., of 336 Greenwich St., New York City, celebrated their annual banquet at the Hotel Brevoort. The affair, which is always intermingled with sales talks, and various suggestions as to how the affairs of the corporation can be made more efficient, was attended by President August H. Freund, sales manager Jno. B. Beaumont, and Messrs. Theo. H. Fischer, August Mayer, Max Roth, Fred Haltenhoff, Chas. Page, John P. Sansone, Geo. Berger, Louis Struver, Otto Seckendorff, Max Mayer, Mat Nerozzi, Adam Sullo and Ernest Mayer.

Each of those present highly praised the present head of the concern, and Mr. Beaumont brought out the regrets that Treasurer Max Katzenstein was missing from the affair this year. After a most enjoyable time, with a toast to the Western Sausage and Provision Co., for a banner year for 1924, the banquet came to an end.

## SQUIRE'S CALENDAR.

John P. Squire & Company, Boston, Mass., have issued an attractive calendar. Printed in colors, it shows the famous Squire trade mark pig sitting on his haunches surveying the world with a contented smile. Around his neck he wears a tag with the Squire trade mark. Corn stalks provide a pleasing frame for the picture.

## LOCAL AND PERSONAL.

(Continued from page 51.)

The Zillah Meat Company, Zillah, Wash., has removed to a new location on First avenue in that town.

A new location is being built in North Bend, Ore., by Frank Muscus and Wm. Reed for their North Bend Cash Market.

Considerable damage was done by fire recently to Micken's grocery and meat market in Huron, Ohio.

A. D. Bourbonnais and Jos. Michels have sold their meat market in Mt. Angel, Ore., to Emil Bochsler and Otto Wellman.

John Kernenbrink has sold his meat business in Osmond, Neb., to Henry Grosse Rhode, and has engaged in the meat business in O'Neill, Neb.

F. F. Dunn has sold his meat market in Overton, Neb., to Mr. Walker of Kearney, Neb., who takes possession Feb. 1.

Joe Moliar has purchased the meat market fixtures of Wm. Rossen, Wyandotte, Mich., and will continue at 405 N. Biddle street.

Abram & Meckler have opened a meat market at 8522 12th street, Detroit, Mich.



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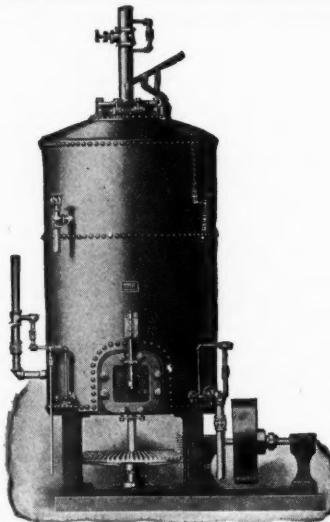
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The most efficient equipment on the market.

**WRITE FOR BULLETIN No. 3**

**The Acme Engineering Co.**  
201 Beckel Bldg., Dayton, Ohio

Wm. Fish has purchased the meat and grocery store of Louis Muller, 408 E. Canfield avenue, Detroit, Mich.

J. W. Craig is putting in a meat market in connection with a cream station at Broken Bow, Neb.

O. K. Anderson has purchased the City Meat Market in Merna, Neb., from Mr. Bomberger.

C. N. Tillson has repurchased his meat and grocery business at 525 Topeka avenue, Topeka, Kans.

D. F. Fisher has opened a meat market in Norton, Kans.

Ed. S. Connor and T. L. Peters have purchased the meat market of Mrs. S. Smith, Paola, Kans.

H. L. Armstrong has opened a butcher shop in the Newman building, Strong City, Kans.

L. H. Porter & Son have purchased the meat business of C. R. Margrave & Son, Pittsburg, Kans.

W. H. Walters has sold the Palace Meat Market, Halstead, Kans., to W. M. Gould.

Guy Bay is about to engage in the meat business at Davenport, Okla.

T. J. Heady opened a meat market at 4115 East Michigan street, Indianapolis, Ind.

The Hawthorne meat market, Alexander, Minn., burned out recently.

O. K. Anderson bought the City Meat Market, Merna, Neb., from Mr. Bomberger.

George East and F. H. Leuch will open a meat market at Scottsbluff, Neb.

Otto W. Heldt's meat market, Campbellsport, Wis., has been sold to George Kleiber.

August Wage has bought the Greenfield Meat Market at 6213 Greenfield avenue, West Allis, Wis.

Kiefer Brothers have engaged in the meat business at Bozeman, Mont.

The Cut Bank Meat Market, Cut Bank, Mont., has been opened by Brian Connolly.

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136 Liberty Street NEW YORK**

The Lincoln Associate Stores has opened a meat and grocery store at Chico, Cal.

The Krause Brothers meat market in New London, Iowa, was recently destroyed by fire.

Chas. Schweikhardt has sold his City Cash Market, Fort Morgan, Colo., to Howard Anderson.

B. B. Clark has opened a meat market on Main street, Hutchinson, Kans.

Chris Swartz has sold his interest in the meat market here at Larned, Kans., to E. F. Campbell.

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium and heavy.....	9.25@10.00
Cows, canners and cutters.....	1.60@ 2.75
Bulls, bologna .....	4.25@ 5.25

## LIVE CALVES.

Calves, veal, prime, per 100 lbs.....	16.00@16.50
Calves, veal, common to medium.....	10.00@14.50
Calves, veal, culs, per 100 lbs.....	8.00@ 9.00

## LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.....	14.25@14.75
Sheep, ewes, prime, 100 lbs.....	8.00@ 8.50
Sheep, ewes, common to good, 100 lbs.....	4.50@ 7.50

## LIVE HOGS.

Hogs, heavy .....	7.50@7.75
Hogs, medium .....	7.85@8.00
Hogs, 140 lbs. ....	7.00@7.25
Pigs, under 70 lbs. ....	7.00@7.25
Roughs .....	@6.25

## DRESSED BEEF.

## CITY DRESSED.

Choice, native, heavy.....	20 @21
Choice, native, light.....	21 @22
Native, common to fair.....	16 @19

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	17 @18
Native choice yearlings, 400@600 lbs.....	19 @20
Western steers, 600@800 lbs.....	18 @16
Texas steers, 400@600 lbs.....	11 @12
Good to choice heifers.....	17 @18 1/2
Common cows .....	@12
Common to fair cows.....	9 1/2@10 1/2
Fresh bologna bulls.....	8 @ 8 1/2

## BEEF CUTS.

Western.	City.
No. 1 ribs .....	@23 26 @28
No. 2 ribs .....	@19 22 @24
No. 3 ribs .....	@13 18 @21
No. 1 loins .....	@32 30 @32
No. 2 loins .....	@23 26 @29
No. 3 loins .....	@18 22 @25
No. 1 hinds and ribs .....	26 @28 22 @27
No. 2 hinds and ribs .....	23 @24 19 @21
No. 3 hinds and ribs .....	19 @20 17 @18
No. 1 rounds .....	21 @22 15 @16
No. 2 rounds .....	14 @15 @14
No. 3 rounds .....	13 @14 12 @13
No. 1 chuck .....	14 @15 15 @16
No. 2 chuck .....	14 @15 13 @14
No. 3 chuck .....	7 @ 8 10 @12
Bolognas .....	@ 6 10 @11
Rolls, reg., 6@8 lbs. avg.....	22 @23
Rolls, reg., 4@6 lbs. avg.....	17 @18
Tenderloins, 4@5 lbs. avg.....	60 @70
Tenderloins, 5@6 lbs. avg.....	80 @90
Shoulder clods .....	10 @11

## DRESSED CALVES.

Prime .....	24 @25
Choice .....	22 @23
Good .....	19 @21
Medium .....	17 @18
Common .....	14 @16

## DRESSED HOGS.

Hogs, heavy .....	@10%
Hogs, 180 lbs. ....	@10%
Hogs, 160 lbs. ....	@11%
Hogs, 140 lbs. ....	@11%
Pigs, 80 lbs. ....	@11%

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring .....	23 @24
Lambs, poor grade .....	16 @22
Sheep, choice .....	17 @18
Sheep, medium to good .....	14 @16
Sheep, culs .....	10 @11

## SMOKED MEATS.

Hams, 8@10 lbs. avg.....	19 1/4@20
Hams, 10@12 lbs. avg.....	19 1/4@20
Hams, 12@14 lbs. avg.....	19 @20
Picnics, 4@6 lbs. avg.....	12 @12 1/2
Picnics, 6@8 lbs. avg.....	12 @12 1/2
Rolettes, 6@8 lbs. avg.....	14 @15
Beef tongue, light.....	30 @34
Beef tongue, heavy.....	35 @40
Bacon, boneless, Western.....	19 @20
Bacon, boneless, city.....	17 @18
Pickled bellies, 10@12 lbs. avg.....	13 @14

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## FRESH PORK CUTS.

Fresh pork loins, Western, 10-12 lbs. avg.....	16 @17
Fresh pork tenderloins.....	40 @45
Frozen pork loins, 10-12 lbs. avg.....	14 @15
Frozen pork tenderloins.....	35 @40
Shoulders, city, 10@12 lbs. avg.....	11 @12
Shoulders, Western, 10@12 lbs. avg.....	10 @12
Butts, boneless, Western .....	15 @16
Butts, regular Western .....	13 @14
Fresh hams, city, 8@10 lbs. avg.....	18 @20
Fresh hams, Western, 10@12 lbs. avg.....	17 @18
Fresh picnic hams, Western, 6@8 lbs. avg.....	10 @11
Extra lean pork trimmings.....	10 @11
Regular pork trimmings, 50% lean.....	9 @10
Fresh spare ribs.....	10 @11
Raw leaf lard.....	14 @15

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 lbs. ....	175.00@195.00
Flat shin bones, avg. 40 to 45 lbs., per 100 lbs. ....	115.00@120.00
Black hoofs, per ton.....	40.00@ 50.00
Striped hoofs, per ton.....	40.00@ 50.00
White hoofs, per ton.....	105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 lbs. ....	140.00
Horns, avg. 7 1/2 oz. and over, No. 1s.....	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.....	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	200.00@225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed. ....	@30c	a pound
Fresh steer tongues, L. C. trim'd .....	@38c	a pound
Calves, heads, scalded.....	@65c	a piece
Sweetbreads, veal .....	@75c	a pair
Sweetbreads, beef .....	@60c	a pound
Beef kidneys .....	@16c	a pound
Mutton kidneys .....	@8c	each
Livers, beef .....	@23c	a pound
Oxtails .....	@16c	each
Hearts, beef .....	@7c	a pound
Beef hanging tenders.....	@22c	a pound
Lamb fries .....	@10c	a pair

## BUTCHER'S FAT.

Shop fat .....	@ 2 1/2
Breast fat .....	@ 4
Edible suet .....	@ 5 1/2
Cond. suet .....	@ 4 1/2
Bones .....	@25

## SPICES.

Whole.	Ground.
Pepper, Sing., white.....	15 18
Pepper, Sing., black.....	11 14
Pepper, red .....	16 20
Allspice .....	6 9
Cinnamon .....	12 16
Coriander .....	10 18
Cloves .....	36 41
Ginger .....	21 24
Mace .....	63 68

## CURING MATERIALS.

Bags, per lb.	January
Double refined saltpetre, granulated.....	6% 6%
Double refined saltpetre, small crystals.....	7% 7%
Double refined nitrate soda, granulated.....	4% 4%
Double refined nitrate soda, crystals.....	5% 5%
In 25 barrel lots:	
Double refined saltpetre, granulated.....	6% 6%
Double refined saltpetre, small crystals.....	7% 7%
Double refined nitrate soda, granulated.....	4% 4%
Double refined nitrate soda, crystals.....	5% 5%
Carload lots:	
Double refined nitrate of soda, granulated.....	4% 4%
Double refined nitrate of soda, crystals.....	5% 5%
At value	

## GREEN CALFSKINS.

Kip.	H kip.
5-9 9 1/2-12 1/2 12 1/4-14 14-18	18 up.
Prime No. 1 veals. 20 2.25 2.50 2.75	3.60
Prime No. 2 veals. 18 2.05 2.25 2.50	3.35
Buttermilk No. 1. 17 1.90 2.15 2.40	2.0
Buttermilk No. 2. 15 1.70 1.90 2.15	2.1
Branded, grubby... 12 1.30 1.50 1.75	2.15
No. 3.....	

## DRESSED POULTRY.

Fowls—Fresh—dry packed, milk fed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	30 @31
Western, 48 to 54 lbs. to dozen, lb.....	29 @30
Western, 43 to 47 lbs. to dozen, lb.....	27 @28
Western, 36 to 42 lbs. to dozen, lb.....	24 @25
Western, 30 to 35 lbs. to dozen, lb.....	21 @22
Fowls—Fresh—dry packed, corn fed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	28 @30
Western, 48 to 54 lbs. to dozen, lb.....	27 @29
Western, 43 to 47 lbs. to dozen, lb.....	24 @25
Western, 36 to 42 lbs. to dozen, lb.....	21 @22
Fowls—Fresh—dry packed, corn fed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	28 @30
Western, 48 to 54 lbs. to dozen, lb.....	27 @29

## Western, 43 to 47 lbs. to dozen, lb.....

## Western, 36 to 42 lbs. to dozen, lb.....

## Western, 30 to 35 lbs. to dozen, lb.....

## Western, 43 to 47 lbs. to dozen, lb.....

## Western, 36 to 42 lbs. to dozen, lb.....

## Western, 30 to 35 lbs. to dozen, lb.....

## Western, 43 to 47 lbs. to dozen, lb.....

## Western, 36 to 42 lbs. to dozen, lb.....

## Western, 30 to 35 lbs. to dozen, lb.....

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## Western, 36 to 42 lbs. to dozen, lb.....

## Western, 30 to 35 lbs. to dozen, lb.....

## Western, 43 to 47 lbs. to dozen, lb.....

24.

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10.50  
8.50  
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14  
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45  
65

53 1/4  
53  
47 1/4  
44

46  
43  
40

29

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.10

final

d 10c

d 50c

.45

.48

d 10c

d 10c

32.00

35.00

8.00

7.22

10.25

32.50

44.00

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52

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74,008